

May 2023

# 2023 GPBCH Annual Conference

Primary Care-Centric Solutions

 CENTIVO®



# The PCP-Centric Model: Stakeholder Alignment

Centivo POV: All members should have a clinically guided health care experience with strong PCP relationships



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**A new purchasing model that super-charges aligned incentives and benefits from multi-employer clout.**

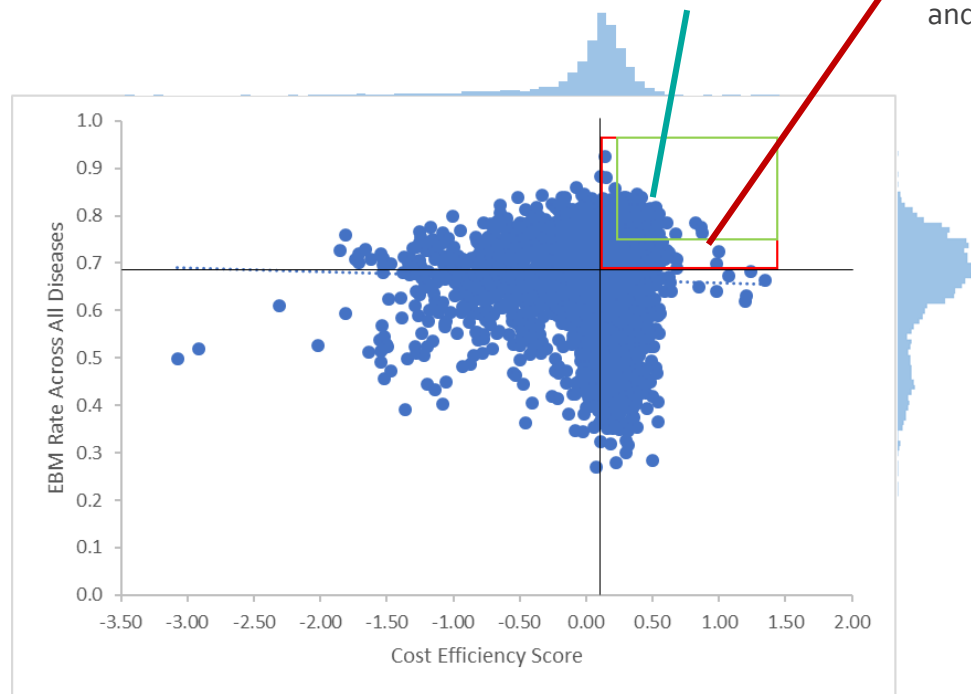
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# High Performance Primary Care Matters

## Results from BHCG of Wisconsin's Physician Value Study

There were 190 PCPs who were both better than 80<sup>th</sup> percentile of cost efficiency and 80<sup>th</sup> percentile of quality.

There were 1,083 PCPs who were both better than 50<sup>th</sup> percentile of cost efficiency and 50<sup>th</sup> percentile of quality.



This shift can yield these savings →

	Primary Care Physicians PCPs	All Specialist Procedures	PCPs + Specialist Procedures
<b>Total Annual Cost</b>	<b>\$810M</b>	<b>\$681M</b>	<b>\$1.49B</b>
<b>Annual Savings by Improving Performance to 50<sup>th</sup> %-ile or above or Steering Pts to Providers at the 50<sup>th</sup> %-ile or above</b>	<b>\$324.7M (40%)</b>	<b>\$57.65M (8.5%)</b>	<b>\$382.35B (25.7%)</b>

# The impact is substantial

2022 Centivo book of business results<sup>1</sup>

## Utilization



Primary Care visits  
**30% above benchmark**



Inpatient admits  
**13% below benchmark**



Emergency Room visits  
**15% below benchmark**

## Affordability



**Employee**

Average annual out-of-pocket claims costs

**only \$400**

compared to industry average<sup>2</sup> of \$1,650



**Employer**

Centivo costs compared to benchmark

**21% savings**