



Premier leaders were part of the recent Health Care Summit hosted by the Charlotte Chamber of Commerce. Here are Premier-focused highlights from the day's presenters.

The New Economics of Health Care

Who: Andy Bressler, CFA, Managing Director, Bank of America Merrill Lynch Global Research

What: Bank of America's U.S. research shows:

- Hospitals are more likely to buy non-acute (ambulatory) provider practices under healthcare reform as **patients purchase more of their care from outpatient providers.**
- Employers and payers are **increasing their focus on specialty pharmacy** services as drug costs continue to rise.
- Providers see **bundled payments** as their most impactful option among the new risk-sharing reimbursement models.

Why we care: Health system leaders watch these trends and plan their operations, staffing and capital investments around them.

What Premier does about this: Premier's [Bundled Payments Collaborative](#) helps alliance members understand new payment structures, engaging with ambulatory providers and measuring new metrics of success. Our investments in organizations like [InflowHealth](#) help us extend our reach into the ambulatory market, where doctors need both operational and financial guidance.

Precision Medicine

Who: Jonathan Zenilman, MD, Chief Infectious Diseases Division, Johns Hopkins Bayview Medical Center; Bimal Shah, MD, MBA, FACC, VP, Premier Research Services, Premier Inc.

What: While population health analysis looks at large groups of patients, **precision medicine looks within a person's own genetic makeup to find the best route to better health.** Growth in this area will require new ways to create, collect, store and share patient data.

Why we care: Heart disease, cancer, and inflammatory conditions are a few areas where precision medicine can make a significant impact on patient lives.

What Premier does about this: Biosimilar drugs are one area where Premier is leading the innovation conversation. Read more from Dr. Bimal Shah at http://offers.premierinc.com/SPJ_Demo.html.

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 **TchernaviaMontgomery** @TMontgomeryLCSW · May 20
Precision Medicine: patient customization, prevention, quality, research. An emerging approach to #PopulationHealth #citsummits #healthyclt

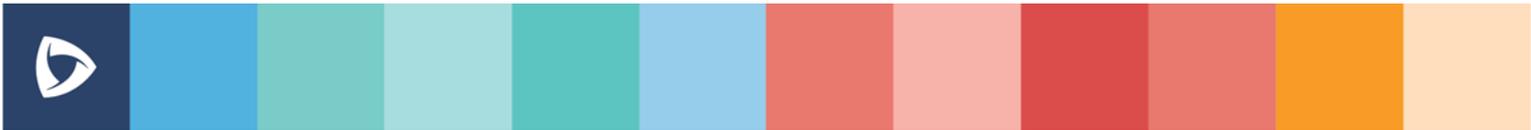
Delta Dental of NC @DeltaDentalNC · May 20
With genetic screening, precision medicine can help manage #healthcare costs. @HopkinsBayview #citsummits

 **Natalie English** @NatalieHEnglish · May 20
Demystifying precision medicine are Drs. Jonathan Zenilman @HopkinsBayview and Bimal Shah @PremierHA. #CLTpublicpolicy #CLTsummits

 **Karen Landis Price** @CitKarenPrice · May 20 View translation
#PrecisionMedicine DrZenilman @HopkinsBayview DrBimalShah @PremierHA 'stratified medicine' #CitSummits @cltchamber



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How Public Policy Can Impact Our Health

Who: Victoria Budson, Executive Director, Women and Public Policy Program, Harvard Kennedy School of Government

What: More than just laws, federal healthcare policies include incentives, actions, pressures and levers to drive compliance. Research shows us that [socio-economic factors](#) (education, housing, etc.) create costly gaps between the sick and the healthy in the U.S. Ms. Budson says, “Public policy works to make sure our wealth divide doesn’t map to our health divide.”

Why we care: Good policy only happens when consumers and providers add their voices to the regulatory conversation.

What Premier does about this: Premier’s Public Affairs team works with lawmakers and Premier alliance members to advocate for policies that are fair and effective. Publishing [statements](#) and [submitting comments](#) on proposed rules are two ways Premier accomplishes our mission “to improve the health of communities.”



CFIL @IntentionalLdr · May 20

"States and cities are where innovations that influence health policy - and health, happen" @wapphks #CltSummits #CLThealthcare



Caryn Kiebba @littleanders · May 20

Public comments are underutilized and can result in bad policy #healthyclt #cltsummits



Cost Impacts of Policy Changes

Who: Brad Wilson, CEO, Blue Cross and Blue Shield of North Carolina

What: From an insurance company (payer) perspective, the three main causes of high healthcare costs are:

- **Lack of consumer knowledge:** It is difficult for patients to know how much a procedure really costs, or why it may cost twice as much just a few miles away.
- **Pay-for-volume model still in place:** While we are slowly shifting to pay-for-quality (value-based purchasing) non-acute providers and hospitals still bill for services without a global view of the patient.
- **Specialty pharmaceuticals:** Three drugs alone cost Blue Cross and Blue Shield of North Carolina over \$190 million last year.

Why we care: Rising costs negatively affect everyone in the healthcare ecosystem: providers, patients and payers.

What Premier does about this: Premier COO, Mike Alkire, is spreading the word about rising costs and methods to control them. [Sustainable drug pricing](#) and [price transparency](#) are two recent areas where Mike is raising awareness and pointing to successes within the Premier alliance.

Health Care in Motion: Executive Panel on Trends and Issues Reshaping Health Care

Who: Carl Armato, President and CEO, Novant Health; Susan DeVore, President and CEO, Premier Inc.; Gene Woods, President and CEO, Carolinas HealthCare System

What: See a summary of the trends [here](#), or watch the full video of the session [here](#).

Why we care: Whether you live in Charlotte or not, these are the challenges of Premier member leaders across the country.

What Premier does about this: [Hear from our own leaders](#) about Premier’s 360-degree approach to support our members today and help them grow tomorrow.



Natalie English @NatalieHEnglish · May 20

Closing this great #CltSummits #CLThealthcare event with three CEOs of @PremierHA @NovantHealth @Carolinas



Karen Landis Price @CltKarenPrice · May 20

Cybersecurity continuing challenge across industry: protect patient info yet make accessible #CltSummits @cltchamber



Tchernavia Montgomery @TMontgomeryLCSW · May 20

"Addressing mental is the right thing to do for the community"-@GeneAWoods @Carolinas #CltSummits #healthyclt @MDSantopietro @MarthaJane1913



Anna Vordermark @AVordermark · May 20

Healthcare employment trends from #CltSummits: 20% growth over 5-7 yrs; 1M nurses retiring; need mid-level providers



CFIL @IntentionalLdr · May 20

Trend#1: consumer focus will be key differentiator of healthcare over time #CltSummits #CLThealthcare

