



NBCH Joins Forces with The Delta Group to Initiate Program for Advancing Value-Based Expenditures with Hospitals

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The National Business Coalition on Health (NBCH), a non-profit organization of purchaser-led business and health coalitions, announced it will embark on a formal value-based purchasing initiative with hospitals. A first of its kind, the Program for Advancing Value-Based Expenditures™ (PAVE™) will rely on adjusted cost and quality measures to assess the value of hospital services for employer contracting. The underlying assessment criteria for the PAVE initiative will be based on clinical and financial information derived from The Delta Group's CareChex™ and CareTracks™ software products which provide a comprehensive evaluation of process of care, utilization, outcomes and patient satisfaction data.

The PAVE initiative is an important step toward developing programs that foster the four pillars of value-based purchasing for NBCH members, which include:

- Standardizing performance measurement
- Reporting performance measurement results publicly
- Reforming payment to health care providers
- Engaging consumers in informed decision making

"The Delta Group provides us with the ability to evaluate hospital quality ratings and the relative cost of care at the local market level, allowing NBCH's purchaser-led coalitions and our national network of self-insured employers to identify the value they receive for their health care expenditures," said Andrew Webber, NBCH president and CEO. "We believe this level of transparency will allow our members to make more prudent purchasing decisions."

NBCH indicated the Heartland Healthcare Coalition (HHC) is among the first of its members to make application and be approved for participation in the PAVE initiative. HHC has a diverse employer membership representing manufacturing and service industries, city and county governments, health care

providers, school districts, colleges, health plans, pharmaceutical companies, and human resource associations. Some of their largest Fortune 500 members are international in scope.

"We are pleased to be serving at the forefront of accountable care initiatives such as this," said Dr. Thane Forthman, managing principal at The Delta Group. "PAVE marks the beginning of large-scale employer involvement in pay-for-performance programs across the country."

About the National Business Coalition on Health

The National Business Coalition on Health (NBCH) is a non-profit 501(c)6, membership organization comprised of 55 purchaser-led health care coalitions across the United States representing over 7,000 employers and approximately 25 million employees and their dependents. NBCH and its members are dedicated to value-based purchasing of health care services through the collective action of public and private purchasers. NBCH seeks to accelerate the nation's progress towards safe, efficient, high-quality health care and the improved health status of the American population. For additional information visit: www.nbch.org .

About The Delta Group

As the nation's largest privately-held healthcare information services company, The Delta Group is dedicated to providing an extensive array of products and services designed to measure, manage, and monitor the clinical, financial, and market performance of healthcare organizations. The company's CareChex™ Quality Rating System and CareTracks™ Provider Profiling System are utilized by nearly 1,000 healthcare professionals across the United States to evaluate the cost-effectiveness and quality of hospital and physician care. The Delta Group's clients include hospitals, health systems, payers, employers, third-party administrators, and consulting firms. For additional information visit: <http://www.thedeltagroup.com> and www.carechex.com .