



How Benefit Funds Can Help to Create Incentives for Change

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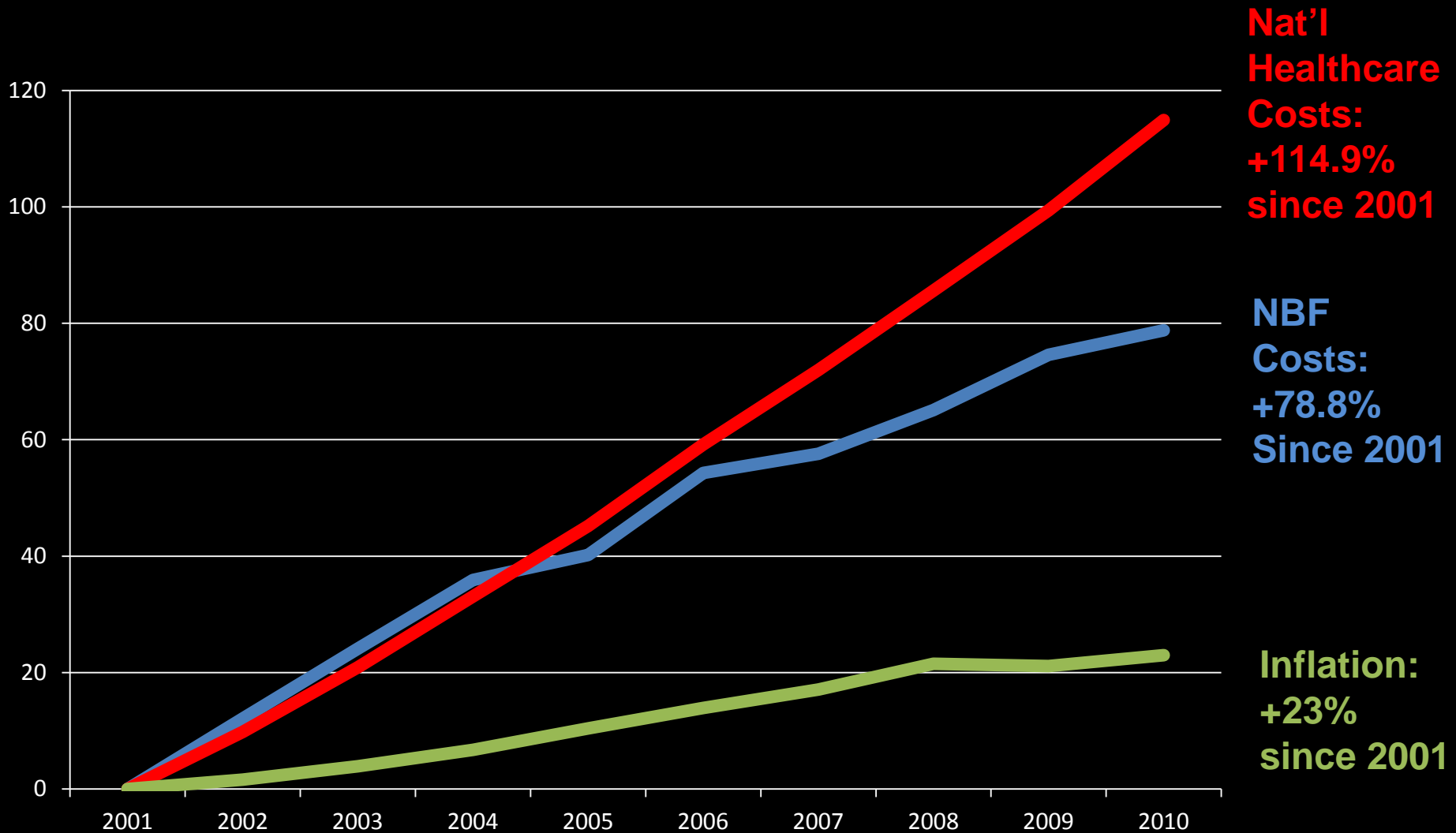
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1199SEIU Benefit Funds



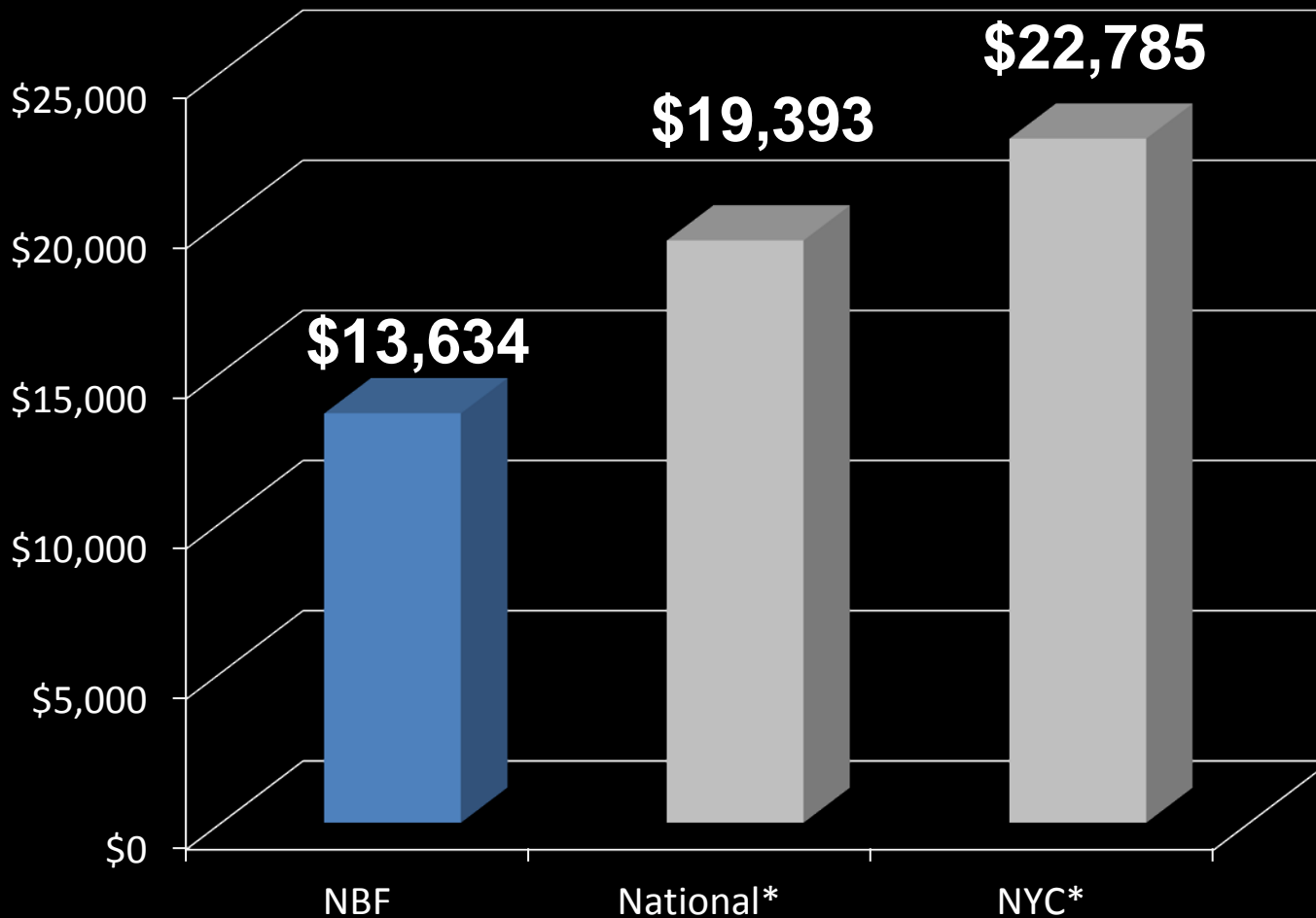
- Taft-Hartley Welfare Funds
- Cover working and retired hospital, nursing home and home care members and their families
- **More than 400,000** covered lives
- Comprehensive health and quality-of-life benefits

Driven to Control Costs



National Benefit Fund

2011 Cost to Insure a Family of Four



The Tension

**Fee-for-Service
Payment
Model**

**Members
and Their
Benefit
Dollars**

**Efficient,
Quality
Care**

Cost Containing Principles



- Maximizing benefit dollars as opposed to shifting costs
- Leveraging purchasing power
- Rules that steer utilization and protect benefit dollars
- Rules that remove cost barriers and protect members' health

Some Tools

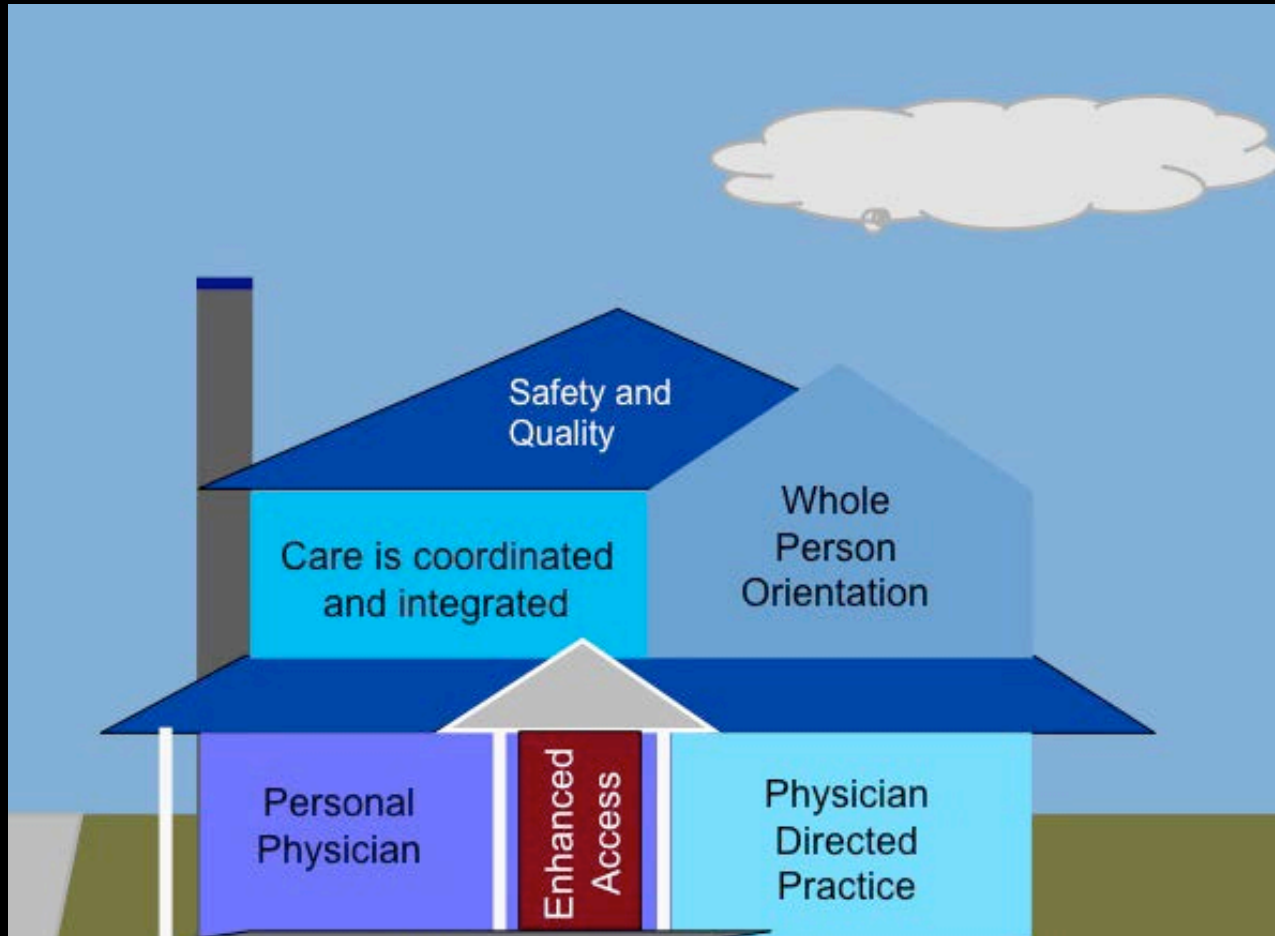
- Preferred Lab and Radiology
- Preferred Drug List
- DME
- Prior Authorization

Added Tools to Meet the Needs of a Fractured Healthcare System



- Discharge Planning
- Case Management

Testing New Provider Options



Medical Homes

Tools to Reform the Payment Model



Curing the Misalignment of FFS and Efficient, Quality Care

Pioneer ACO

- Montefiore Hospital and CMS
- Montefiore and NBF next up?

Population Health



Creating a Culture of Health



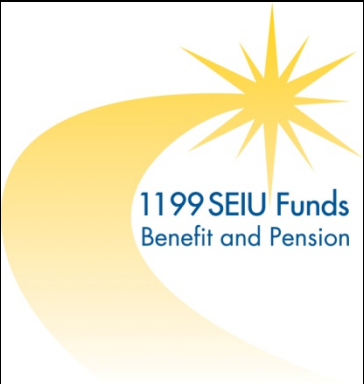
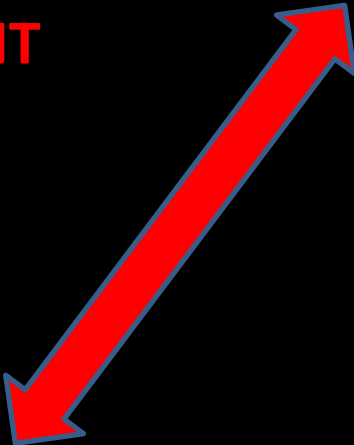
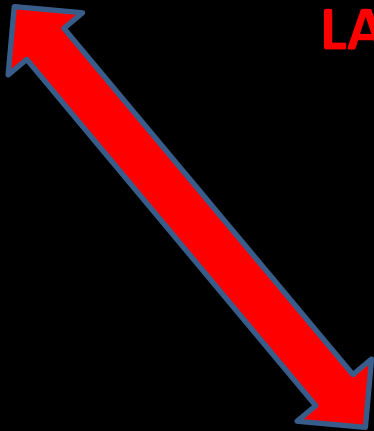
League of Voluntary Hospitals
and Homes of New York



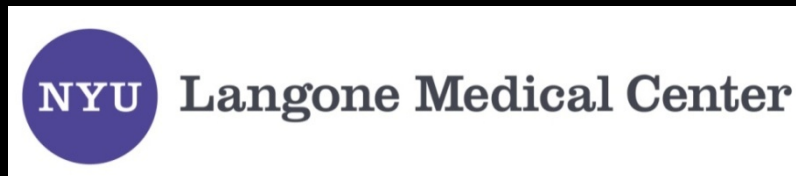
1199SEIU
United Healthcare Workers East



**LABOR-MANAGEMENT
WELLNESS
COMMITTEE**



Union-Labor Management Collaboration



A Unique Relationship with Members



Healthy Workers, Healthy Patients, Healthy Institutions

