



*The Washington Health Alliance brings together those who give, get and pay for health care to create a high-quality, affordable system for the people of Washington state.*

## LEADING HEALTH SYSTEM IMPROVEMENT IN WASHINGTON STATE

The Alliance is a nonprofit organization that shares the most reliable data in the state on the three components of health care value: **quality, patient experience and health care price**. Our **focused, actionable reports** help providers, patients, employers and health plans make better health care decisions.

**Our vision** is that health care providers in Washington will be among the top 10 percent of performers nationally in the delivery of high-value care. We do this by focusing on three strategic goals:

1. **Reducing price.** High cost and unwarranted variation in pricing make our current health care system unsustainable. Higher cost does not correlate with higher quality.
2. **Reducing underuse of effective care.** Evidence-based care at the right time for the right reason increases the likelihood that disease will be identified early and managed.
3. **Reducing overuse.** More care isn't always better care. Unnecessary tests and procedures contribute to 30% waste in the system.

Providing transparent data in these three areas is a key first step to driving change, allowing stakeholders to take actionable steps to:

- strengthen purchaser and consumer engagement to leverage buying power and shape demand;
- align payment to providers with the desired outcome of higher quality at a lower price;
- support performance improvement in collaboration with other organizations.

## PARTNERING TO ACCELERATE HEALTH CARE INNOVATION

Microsoft's launch of Healthcare NExT – and its vision to transform the market in collaboration with partners and customers – aligns closely with the commitment and vision of the Alliance to use information to transform health care delivery. We see great value and potential in a partnership between our organizations.

The Alliance runs the state's voluntary All-Payer Claims Database (APCD), with insurance claims line item data dating back to 2004 that covers over four million Washingtonians. The results from our APCD may serve as inputs to your work and provide a rich foundation for developing world class design and other research tools. The Alliance Board of Directors' Sustainability and Innovation Committee would be an appropriate forum for a senior Microsoft leader to innovate and collaborate with business and health care executives from across the state. Such a collaboration could be very powerful in transforming health care in our state and empowering people to lead healthier lives.

## CAN ALLIANCE WORK HELP SUPPORT MICROSOFT'S HEALTH CARE BENEFITS STRATEGY?

In a tight market, recruiting and retaining technology talent is a major challenge. Health care benefits are part of your competitive advantage. At the same time, continuously rising health

care costs squeeze your flexibility. You value a healthy workforce because you care about your employees and because it impacts the productivity of your business.

**Our work can help support your effort to strike a balance between these competing pressures.** As a source of objective, trustworthy data about health care quality in Washington, Alliance membership provides you with objective information to drive improvement, understand benefit costs and benchmark your performance with the entire Washington market, not just information available from your health plan partners.

The Alliance convenes purchasers, providers and health plans in a unique forum for conversation. Health care executives from providers and health plans can hear directly from you about the concerns that are driving your work. Moreover, you can amplify the impact of your work by placing it within the broader effort by all stakeholders for health care transformation in the community.

In addition, the Alliance can support your efforts to help your data-driven workforce become smarter consumers and make better health care decisions for themselves and their families. Our reports can help your employees find high-performing primary care medical groups and hospitals for specific diagnoses and treatments like maternity care, diabetes and preventive screenings. Reports are even richer if you entrust us with your claims level data so we can tailor reports for Microsoft as we currently do for many large self-insured employers.

We also make available empirical results to help employees evaluate the experience that others have had receiving care from a specific medical group anywhere in the state. Patient experience responses measure how well patients are engaged in their care and how often something happens, such as timely access for appointments and coordination between primary care doctors and specialists — issues that are directly related to health outcomes.

Another benefit to joining the Alliance is that membership affords your team access to the Purchaser Affinity Group, a closed committee where purchasers of all sizes gather to talk about aspects of the care system and drive improvement through candid sharing of best practices.

### **WHY THE ALLIANCE WOULD VALUE MICROSOFT'S MEMBERSHIP**

Microsoft is a significant community contributor and business leader. We believe that the Alliance is a community asset worthy of your organization's talent and resources. Your willingness to join the collective conversation to transform health care delivery and financing in our state sends a powerful message to the market. Change is accelerated when purchasers work together and demand transparency, insist on value in contracting, and build momentum. Microsoft would be joining other major employers in this effort, including The Boeing Company, The Bill and Melinda Gates Foundation, Puget Sound Energy and Starbucks, to name a few. Over half of the largest employers in King County are already members of the Alliance.

We can no longer accept that waste and low-value care are an inevitable part of health care purchasing or our employees' health care spending. **We invite you to join with us and 185 other member organizations from across the state to demand a transparent system where measurements around cost, quality and the patient experience are empirically based and the information is readily accessible.** Please lend your strength to help move the system from one that pays for volume to one that rewards high value and excellence in health care.