

WISCONSIN HOSPITAL ASSOCIATION, INC.



October 3, 2016

Dear Business Leader,

It is not “business as usual” in the health care industry in our state. We are in an exciting period of change. Health care is focusing on delivering superior outcomes, and technology and innovation are improving care in your community. This is good news for Wisconsin employers.

Wisconsin is uniquely positioned to thrive in this new environment because we remain committed to providing high-quality, high-value patient care in every region of the state (see enclosure). Wisconsin hospitals and health systems are also partnering with businesses across our state to improve employee health and increase productivity. This helps Wisconsin businesses as they strive to make a profit, create jobs and help their communities prosper.

Rewarding Success Helps Your Business

Wisconsin’s hospitals have been national leaders in quality for more than a decade. Now reimbursement systems are being designed to pay hospitals and physicians based on outcomes, rather than on the volume of services provided. Wisconsin hospitals and health systems are ready for and excited about this change. Health systems are forming accountable care organizations (ACO), a care delivery model that ties payment to quality metrics and will help control the patient’s total cost of care. This improves the quality of care patients receive, and that helps your business by getting employees back to work faster with fewer complications.

Partnerships with Employers Benefit Employees, Help Manage Costs

Across Wisconsin, hospitals and health systems are partnering with businesses and industries to create, manage or assist with efforts to build employer or community-based wellness programs. These partnerships are improving access to preventive care, helping employers control costs and creating healthier communities. That benefits economic development and makes our state an attractive place to live, work and play. **(Watch a brief video on a successful partnership with Organic Valley at: www.WiHealthCareValue.org.)**

Integrated, High-Quality Care is a Hallmark of Wisconsin

When it comes to health care, Wisconsin is one of the most highly integrated states in the country. This means doctors, nurses, pharmacists, hospitals and home health agencies work together to coordinate services, avoid duplication and deliver the best possible outcome for the patient. We are ahead of the curve in Wisconsin, but our success is only possible if Wisconsin businesses remain strong.

By improving quality, stabilizing health care costs and increasing access to care in all regions of the state, we can work with you to create a healthier future for our state.

I am always happy to talk to you about how we can work together.

Sincerely,

A handwritten signature in black ink that reads 'Eric Borgerding'. The signature is fluid and cursive, with a clear loop at the end.

Eric Borgerding, President/CEO
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