



From Prevention to Productivity:

**The Power of
Provider-Sponsored
Health Plans**

Integrated health plans: a win-win for employers and employees

In the evolving landscape of healthcare, employers are constantly seeking innovative solutions to provide high-quality health benefits while controlling costs. One such solution is the adoption of a provider-sponsored health plan (PSHP). Owned and operated by healthcare providers and systems, PHSPs offer a unique model that integrates care delivery with the payer.

David Lee, MD, president and CEO of OhioHealthy, and Carrie Harris-Muller, Senior Vice President and Chief Population Health Officer, OhioHealth, discuss the benefits and opportunities that the integrated model of PSHPs offers to employers and their employees.



David Lee, MD
OhioHealthy President and CEO



Carrie Harris-Muller
*OhioHealth Senior Vice President and
Chief Population Health Officer*

Q: How do provider-sponsored health plans differ from traditional health insurance?

Harris-Muller

The key distinction lies in the integration of healthcare services and coverage. First, to level set on what I mean when I say integration, it's the close connection between the provider and payer so they can work in harmony. **Because the provider directly manages both aspects, there's a greater emphasis on care coordination, efficient service delivery and proactive health management.**

Provider-sponsored plans align the incentives of healthcare providers and the payer, ensuring that both parties work towards the same goal: improving health outcomes while controlling costs. By having a financial stake in the health plan, providers are motivated to deliver high-quality, cost-effective care.

Dr. Lee

Taking that a step further for how that integration plays out for customers, it's like having a dedicated team overseeing the entire healthcare journey. With a view across the entire continuum of care and through claims processing and billing, PSHPs have a better understanding of health trends within employee populations — allowing for more targeted and effective health interventions.

It's a sustainable model that prioritizes the health and satisfaction of employees while delivering tangible benefits to businesses.

Q: How does the integration of healthcare services and coverage in PSHPs lead to cost savings?

Harris-Muller

Ohio ranks 44th in the United States for health value. That's a combination of population health and healthcare spending metrics and it means that Ohioans live less healthy lives and spend more on healthcare than people in most other states.

Mission-driven healthcare providers are passionate about being a part of the solution. Success for a

provider-sponsored health plan is defined by success of the healthcare provider. This collaboration not only supports the well-being of employees but also makes financial sense for employers, who benefit from a healthier, more productive workforce. This model supports the efficient utilization of healthcare resources, ultimately leading to better health value for all.

Q: Can you share more about the tangible benefits for employers?

Dr. Lee

In today's economic climate, savings is a must. By cutting out the middleman and simplifying administration, employers are immediately positioned to realize savings through discounts at facilities and through services managed by the provider. These savings can then be funneled into creating customized programs that fit the needs of their workforce

If you follow that path, proactive care means reducing unnecessary treatments with fewer expensive

treatments down the line. Provider plans share in each employer's goal to build healthier employees, which reduces the absenteeism that costs American business billions of dollars a year. Overall, there's a win-win value proposition on both sides, promoting a healthier, happier and more productive workplace while saving money.

Q: How does OhioHealthy, OhioHealth's provider-sponsored health plan, implement these strategies to benefit employers and employees?

Dr. Lee

The care and disease management team plays a pivotal role in achieving outstanding results. By being integrated with the larger health system, they can seamlessly coordinate care to ensure patients receive timely and appropriate interventions. This connection allows for effective monitoring and management of chronic conditions, which helps prevent complications and can reduce the need for hospital admissions.

Meanwhile, our Employer Solutions division provides tailored health and wellness programs directly to employers. This collaboration enhances the overall value proposition of OhioHealthy by delivering care that extends beyond traditional healthcare settings.

With a focus on a total worker health approach, we work closely with employers to meet their specific needs. Whether through services like on-site clinics, biometric screenings, health coaching, or health condition management programs, or by partnering with vendors to meet other needs, we are committed to fostering cultures of health and wellness.

We are realizing the positive impact of this model. In 2024, OhioHealthy outperformed industry benchmarks by decreasing 30-day readmission rates, emergency department visits and average length of hospital stays for a partner employer's workforce.

We're especially proud of increasing preventive visits, far exceeding the industry benchmark by more than 12%.

The positive impact of an integrated healthcare model really is the story of a provider-sponsored health plan.

Julia's journey: embracing an integrated path to well-being

Meet Julia, a 45-year-old health plan member, who embarked on a transformative journey towards better health through her integrated health plan offerings.

Julia's initial health metrics:

- Waist circumference: 37 inches
- Blood pressure: 150/95
- Total cholesterol: 240
- Fasting glucose: 130 mg/dL
- Unmanaged diabetic at risk for depression



Julia's journey

Week 1: Introduction to the Program

- Julia joins co-worker for morning stretching
- Although hesitant, she meets with an Exercise Physiologist who mentions an upcoming biometrics event offered by Employer Solutions.

Weeks 2-3: Identifying initial risks

- Julia attends convenient, onsite biometric screening
- Results reviewed with OhioHealthy
- Risks are identified; OhioHealthy guides Julia through scheduling a Primary Care Physician appointment

Weeks 4-6: Identifying key health indicators

- She registers on the web portal and completes a Health Risk Assessment
- OhioHealthy Care Manager reaches out to enroll Julia in the program

Weeks 7-12: Begins receiving care and setting goals

- Begins medication for blood pressure and cholesterol
- Sets goals with OhioHealthy Health Coach
- Spouse attends an OhioHealthy Spine Wellness Program

Weeks 13-16: Making progress

- Achieves weight loss of 2%
- Continues to engage in OhioHealthy programs
- Refers a co-worker to attend a biometric screening event

Months 6-11: Sustainable lifestyle improvement

- Continues to meet with OhioHealthy Health Coach once per month
- Identifies stress as roadblock to lowering blood pressure and cholesterol
- OhioHealthy Health Coach supports enrollment in stress management plan offered through the web portal

By Month 12: Positive results and long-term goals

- Julia made sustainable lifestyle improvements and set new health goals, including continued medication and participation in wellness programs.

Through these programs, members like Julia can achieve positive health outcomes and long-term well-being — something that traditional carriers cannot replicate. The provider-sponsored health plan ensures that all aspects of a patient's health are addressed, leading to improved outcomes and overall well-being.

Top Benefits of a provider-sponsored health plan

- **Care coordination:** Integrated operations support timely and appropriate care, reducing unnecessary treatments and costs.
- **Cost savings:** Unified management of healthcare services and payments reduces administrative costs and inefficiencies.
- **Focus on preventive care:** Prioritizing prevention and chronic disease management reduces the need for costly treatments.
- **Patient experience:** Members have more streamlined healthcare experiences.
- **Financial stability:** Integration allows for ongoing investments in healthcare services focused on driving high-quality care.



To learn if a provider-sponsored health plan is right for your organization, visit OhioHealthyPlans.com/Save.