

Position Regarding “Any Willing Provider” and Similar Policies or Proposals

The Alliance is a public-private collaborative, focused on encouraging and rewarding effective, affordable health care that improves overall quality and results in healthier people and greater value for every dollar.

We encourage everyone to participate in improving quality and efficiency of health care, spanning the range of allopathic and complementary medicine. While all categories of licensed, registered and certified providers and facilities offer services that can be effective in treating illness and injury or improving and maintaining health, research shows that there is wide variation in the quality and cost of care provided.ⁱ

The Alliance **supports** health care proposals and approaches that provide:

- **Information that differentiates the relative quality and efficiency among health care providers in the region**, so patients can identify and seek out certain providers and facilities that consistently provide effective and affordable care
- **Incentives for patients** (through cost-sharing, network design, recognition, etc.) that differentiate among the range of choices within in each category to encourage people to seek effective care in the most affordable way possible
- **Incentives for providers** (through network design, pay-for-performance or other reimbursement structures, recognition, etc.) that encourage continuous improvement in the effectiveness and affordability of the care they provide
- **Innovation and flexibility across the region** to encourage providers, facilities, health plans, purchasers and patients to develop even more effective and affordable ways to promote health and diagnose, treat, manage and reimburse for needed health services

The Alliance **opposes** health care proposals and approaches that:

- **Do not allow or would impede differentiation among providers, facilities, or services** based on performance, including quality and cost
- **Require “one-size-fits-all” approaches that stifle innovation that can improve health care value**, particularly involving rewards and incentives that drive decisions (e.g., cost-sharing, design of networks or coordinated care teams, reimbursement and recognition)

The overarching philosophy applied by the Alliance is a preference for incentives, innovative and effective approaches that result in greater value in health care.

ⁱ A Rand study in 2004 found that patients received recommended effective care about 55% of the time. This can be attributed to factors including the lack of systems that support appropriate use of effective care and the lack of effective economic incentives to reward high quality, high-value care. The Dartmouth Atlas analysis, conducted since 1993, shows that most of the variation in the cost of care – *with no difference in health outcome* – is driven by two factors: the number of providers available to treat patients and the practice habits of individual providers in treating each patient (e.g., number of visits, diagnostic tests, admissions to inpatient care). Both are driven by the underlying reimbursement structures which typically pay for “activity” (more services leads to more payments), rather than rewarding for quality and value.