



# Major Employers Controlling Your Healthcare Budget

## The ERISA Industry Committee



**MARCH 12-14 | WASHINGTON, D.C.**

The must attend health policy conference for employee benefits professionals

### Official Conference Sponsors



MERCER



**ERIC Health Policy Conference 2007**  
Major Employers: Controlling Your Healthcare Budget  
Renaissance M Street Hotel | Washington, DC  
March 12-14, 2007  
The ERISA Industry Committee  
1400 L Street, N.W., Suite 350  
Washington, DC 20005-3531

# The ERISA Industry Committee

## 2007 Health Policy Conference

March 12-14, 2007 | Renaissance M Street Hotel | Washington, DC

### Conference Overview

The ERIC *Major Employers: Controlling Your Healthcare Budget* conference focuses on innovative strategies to achieve cost savings in healthcare and retiree health spending, while simultaneously improving the quality of care and the health of your employees.

With healthcare costs rising at an unsustainable rate, today's employers and employees need to change the way they think about healthcare – how much are we really paying? What are we getting for our money? Why are the costs rising so quickly? ERIC will address these questions, and present powerful, modern solutions. The conference will focus on immediate solutions as well as long-term solutions – instant money-saving strategies for your company and policy changes to make healthcare consumers smarter shoppers who get better care for lower prices.

Benefits leaders from major employers and consultants will join public sector innovators to address a number of central issues, including transparency, information technology, consumerism and retiree health issues.

Top staff will join us from the Administration and Capitol Hill for a regulatory and legislative update.

### About ERIC



ERIC is a national trade association comprised of America's foremost companies, and the only organization in Washington, DC dedicated to exclusively advocating the benefit and compensation interests of major employers. ERIC vigorously represents those interest in meetings with members of Congress, regulators, and the White House, filing comments, providing Congressional testimony, and filing amicus briefs before the courts. Policy positions are determined by ERIC member companies. ERIC's focus makes it one of the most influential and successful trade associations in Washington.

### Conference Sponsorship

The ERIC Health Policy Conference brings together senior benefits professionals responsible for the procurement, design, and provision of health benefits for millions of American workers. If you are interested in conference sponsorship opportunities, contact Deborah Chin at (202) 789-1400.

### An Invitation from ERIC's Chair

I would like to personally invite you to join us in Washington for this important, cutting-edge conference.

Employers are increasingly burdened every year by healthcare costs that are significantly outpacing inflation. Major employers are leading the charge to innovation in the healthcare system with exciting new strategies for controlling cost and delivering higher quality care. Employers are striving to drive efficiency and effectiveness—the same goals we pursue in our own businesses—in the healthcare market.

At the same time, employers are bound by the constraints of a broken healthcare system. Today's system serves no one particularly well. Despite outspending other nations several times over on a per capita basis, our healthcare results are distressingly middle-of-the-road at best. ERIC is leading the effort in Washington to make the changes necessary for implementation of new technologies, quality measurement, and improved health delivery systems. Only with these dramatic and systemic changes can employers hope to see improved results at lower costs for themselves and their employees.

I urge you join us for this important conference to learn more from experts and your peers about how to control the cost of providing healthcare.. As a reminder, be sure to make your hotel and travel arrangements as soon as possible while rooms are still available! We look forward to seeing you there.

Sincerely,

*Jane Greenman*  
Tyco International

### Who Should Attend?

The conference will address a wide-range of healthcare issues that are appropriate for many different professionals within your organization; some examples include:

- Compensation and Benefits
- Finance and Tax
- Plan Administration
- Benefit Plan Design
- Benefits Counsel
- Government Affairs

**Major Employers: Controlling Your Healthcare Budget**

# Conference Agenda

## March 12, 2007

9:00a.m. – 3:00p.m.

### **The Patient-Centric Model**

The Patient-Centric Primary Care initiative is a collaborative effort between major employers and physician groups, led by ERIC, that aims to change the way healthcare works in the US. By creating a medical home for employees, employers can encourage more efficient healthcare utilization by employees, purchase better care from insurers and providers, and move our system away from “sick care” and in to “healthcare.”

## March 13, 2007

9:00a.m. – 3:00p.m.

### **ERIC Health Policy Committee Meeting**

Conference attendees are invited to participate in this meeting of the ERIC Health Policy Committee. Participants will discuss mental health parity, genetic information nondiscrimination, and other health policy issues. ERIC staff will provide a legislative and regulatory update on items affecting your company. This is an excellent opportunity to become engaged with ERIC and help set the direction of ERIC’s health policy initiatives.

## March 14, 2007

7:30a.m. – 8:30a.m.

### **Registration and Breakfast**

8:30a.m. – 8:45a.m.

### **Welcome: Mark Ugoretz, ERIC President**

### **Forum Overview: Dr. Paul Grundy, Chair, ERIC Health Policy Committee; Well-Being Director, IBM**

Rising healthcare costs continue to be among the most vexing problems facing businesses today. Employers have tried many things—from building on-site gyms to paying workers to quit smoking. Some have considered more sweeping changes that would reduce the role of employers in health management and restore ownership to the employee.

But simply lowering the costs of care are not enough – major employers want to improve the quality of care being provided. An approach to combating restrictive costs must include initiatives to provide transparency in quality and costs, improved and more efficient care, better use of technology, and many other important reforms.

During this day-long forum and strategy meeting we will look at where the greatest potential for savings are; and most importantly, you will take away ideas for cost savings and best practices in each targeted area. In addition, each panel is designed to provide a foundation for employers to pursue their health advocacy agenda.

8:45a.m. – 9:45a.m.

### **Immediate Savings Strategies: What Is Working For Major Employers**

In order to control rapidly rising healthcare costs, many major employers are employing creative solutions to identify and stem the primary cost-drivers, as well as to pick at the low-hanging fruit – areas where a small amount of investment can lead to significant savings. We have asked innovative employers to share with ERIC’s membership strategies that are working to help them control their costs, so that you can take this knowledge back and consider them as options for your company.

9:45a.m. – 10:00a.m.

### **Coffee Break**

# Conference Agenda

10:00a.m – 11:00a.m.

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### State Mandates or Universal Solutions? California and Massachusetts

As the chorus continues to drum for a solution to the alleged 46 million uninsured Americans, a number of states are taking matters into their own hands, implementing broad plans to provide universal coverage to all state residents. ERIC does not lobby in specific state legislatures, but member companies may be greatly affected by the efforts currently under way in Massachusetts, California, Vermont, Rhode Island, and elsewhere. We have asked officials involved in these plans, as well as member companies who may be severely impacted by them, to address the conference.

11:00a.m – Noon

### Retiree Health: What Changes to Medicare May Mean to Major Employers

As vast cost increases for employers providing retiree health coverage continue to loom, ERIC members are looking to Medicare reform as a key issue. ERIC has invited key personnel from the private sector, Capitol Hill, and the Administration to discuss what changes to the Medicare program might mean for your program – including continuing developments with the Retiree Drug Subsidy, changes to Medicare Part D drug purchasing practices, changes to the Medicare Advantage program, and more.

Noon – 1:30p.m.



### Luncheon And Keynote Speaker

1:30p.m. – 2:30p.m.

### Regulatory and Congressional Update

The 110th Congress will be highlighted by a number of hugely contentious healthcare battles, many of which are already beginning to heat up: Medicare non-interference, mental health parity, universal coverage, donut-hole fixes, physician payment reform, and more. ERIC provides our members with direct access to the key players on the Hill and in the Administration who will be fighting these battles, to hear their thoughts on current and coming changes, as well as to have them listen to ERIC members' thoughts.

2:30p.m. – 3:30p.m.



### Value-Driven Healthcare

ERIC has been pushing a number of key strategies to help employers reign in healthcare costs, mainly grouping these initiatives under the umbrella of "Value-Driven Healthcare". Ranging from value-based purchasing, health information technology, quality and price transparency, and consumerism to patient-centric care, these initiatives are integral to reforming the US healthcare system. ERIC invites the government officials and private sector leaders who are championing these causes to address the conference, and help ERIC members begin adopting our strategies.

3:30p.m. – 3:45p.m.

### Ice Cream Break

3:45p.m. – 4:45p.m.



### Post-Retirement Health Funding Options

ERIC members are acutely aware of the challenges facing major employers when it comes to providing funding for healthcare for our retirees. In order to determine what the most effective strategies are for funding retiree health plans, this panel will focus on the current post-retirement benefits scene, the tax, financial, and moral choices in determining whether or not to sponsor these benefits, funding alternatives, and captive options.

4:45p.m. – 5:00p.m.

### Closing

March 15, 2007

8:30a.m. – 3:00p.m.

### General Membership and Board of Directors Meeting

ERIC will hold its annual general membership meeting and board of directors meeting at the Renaissance M Street Hotel on March 15, 2007, for the convenience of member delegates and directors who have travelled to Washington for the conference.

## Major Employers: Controlling Your Healthcare Budget

# ERIC Health Policy Conference Registration Form

March 12-14, 2007 | Renaissance M Street Hotel | Washington, D.C.

Please register by March 7, 2007. Please print clearly and complete a separate form for each registrant.

## REGISTRANT INFORMATION

First Name: \_\_\_\_\_

Last Name: \_\_\_\_\_

Name for Badge: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Special Needs? \_\_\_\_\_

## CONFERENCE REGISTRATION FEE

FREE

## OTHER EVENTS

- Luncheon and Keynote Speaker
- Networking Reception
- ERIC Health Policy Committee Meeting (March 13)

## Cancellation Policy

All cancellations should be in writing and faxed to (202) 789-1120 or e-mailed to ERICRegistrar@eric.org by March 2, 2007. No refunds will be given after March 2, 2007.

## CONFERENCE HOTEL RESERVATIONS

### Renaissance M Street Hotel

1143 New Hampshire Ave NW

Washington, DC 20037

Phone: (202) 775-0800

Rate: \$259 for single/double, limited availability\*

- Single Room
- Double Room
- Smoking Room
- Handicapped Room

ERIC will provide a hotel reservation confirmation with your actual room rate.

## HOTEL RESERVATION CREDIT CARD

- Visa
- MasterCard
- American Express

Card #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Cardholder Name as Printed on Card

Authorized Signature

Date

Zip code of the card  
billing address (*required*)

Code on Back of Card

## About the Conference

This conference is part of ERIC's continuing effort to develop a comprehensive three-pronged strategy to help major employer control their healthcare costs and improve the quality of the healthcare they buy.

The first two prongs are ERIC's responsibility: short-term and long-term regulatory and legislative changes that will help major employers control their costs and improve their plan designs. The third prong, however, is your job – immediate measures you can take to save money for your company.

At the annual ERIC Health Policy Conference, we will show you our progress and goals on the legislative and regulatory fronts – as well as how you can move forward on your end. If you are interested in finding ways to save money now and in the future, this conference is not to be missed.

## Conference Location

Renaissance M Street Hotel  
1143 New Hampshire Ave NW  
Washington, DC 20037  
Phone: (202) 775-0800

The Renaissance M Street Hotel is conveniently located at the crossroads of M Street and New Hampshire Avenue, in the Georgetown and Dupont Circle areas. Just minutes from the White House, Washington Monument, National Mall and Smithsonian Museums.

## Travel Note

Washington is a popular conference and tourist destination. We urge you to make your travel reservations now, especially hotel accommodations even if you ultimately have to change them. Information on booking hotel reservations is located on the conference registration form.

## Registration Options

1. Fax completed registration form(s) to 202-789-1120.
2. Send e-mail to [ERICRegistrar@eric.org](mailto:ERICRegistrar@eric.org).
3. Mail registration and payments to:  
The ERISA Industry Committee  
Attn: CONFERENCE REGISTRAR  
1400 L Street, N.W., Suite 350  
Washington, D.C. 20005-3531
4. For an updated agenda go to <http://www.eric.org>.

## Arriving in Washington, D.C.

- Ronald Reagan National Airport  
<http://www.metwashairports.com/Reagan/>  
\$15, 15-minute taxi ride
- Dulles International Airport  
<http://www.metwashairports.com/Dulles/>  
\$40, 45-minute taxi ride
- Thurgood Marshall BWI Airport  
<http://www.bwiairport.com>  
\$50, 60-minute taxi ride
- Union Station Washington (AMTRAK)  
<http://www.unionstationdc.com>  
\$8, 10-minute taxi ride

## Getting Around in D.C.

### Subway Information

Washington Metropolitan Area Transit Authority  
<http://www.wmata.com> for a system map.