

How the HFPN's Direct-to-Employer Plan Works for Your Business and Employees



What is a Direct-to Employer Healthcare Plan?

A direct-to-employer (D2E) plan effectively connects a healthcare organization and its providers directly with the employers' benefits/HR department to co-create a medical plan that is best suited for its employees, their dependents and the business' financial obligation. Through the Henry Ford Physician Network's (HFPN) customized healthcare plan, you, as the employer, can provide your employees with a robust and high value health plan, while also gaining insight into how you can positively impact overall healthcare costs.

For years, Henry Ford Health and the HFPN have led the way in Southeast Michigan for value-based D2E contracting, achieving greater health outcomes for employees along with their positive feedback, while also generating substantial savings for the employer.

Who is the HFPN?

The HFPN is a clinically integrated network comprised of physician organizations, including the Henry Ford Medical Group, along with hundreds of independent specialists and primary care physicians throughout Southeast Michigan. This expanded network is offered to enrollees in D2E contracts. The HFPN also brings with it the power and prestige of Henry Ford Health, a national leader in many specialties, including cancer diagnosis/treatment, cardiovascular health, neurology and neurosurgery, ENT, orthopedics, urology, transplant, research and more.

Providers and Facilities

With the HFPN's significant reach beyond Henry Ford Health employed physicians, enrollees have multiple options of providers from which to choose, whether they are looking for a primary care physician or specialist. Additionally, any D2E health plan includes in-network access to all Henry Ford Health hospitals, medical centers, urgent care facilities, same-day clinics, labs, radiology services, etc.

Concierge-level Service

As part of the D2E health plan structure, enrollees have a designated concierge service to help them navigate their health plan, which can include helping them select a provider, schedule an appointment, answer coverage questions or initiate a waiver process.

Why Choose a Plan with the HFPN?

This HFPN direct-to-employer plan offers your employees world-class care options that can improve their overall health and wellbeing, while simultaneously giving you real control to help manage rising healthcare costs. In most cases, employers are able to reduce healthcare premiums paid by employees who select this healthcare option.

D2E Benefits at a Glance

Benefits for the employee:

- **Expansive high-quality network** – 2,700+ providers across primary care and specialties
- **MyCare Advice Line** – Available care advice 24/7/365 delivered by Henry Ford Health registered nurses
- **End of fragmented care** – Complete slate of services offered in-network
- **Continuity and coordination of care** – In-network providers work to avoid redundant and unnecessary services
- **Care management** – Support for physical, social and mental health conditions
- **Multiple points of access to care** – Includes in-person, virtual and digital options
- **Convenience** – Friendly and expert concierge-level support
- **Financial benefit** – Lower premiums and coinsurance are typical when receiving care with in-network

Benefits for the employer:

- **Healthy workforce** – Highly coordinated, high-quality care with focus on preventive medicine
- **Retention and recruitment** – D2E plans typically allow for lower employee contributions, which is an asset to attract and retain employees
- **Direct connection to plan** – Co-creator “seat at the table” access to plan construction
- **Flexible design** – Plans and (bundled) services tailored to workforce needs and population size
- **Performance visibility** – Using agnostic data, employer receives regular quality and service level reporting and comparisons to benchmarks
- **Greater value** – Network offers “at risk” model based on performance and realized outcomes
- **Financial benefit** – Multi-year pricing (Per Member Per Month fee basis) for transparency and predictability

Other benefits:

- Clinical programs focused on specific conditions such as Behavioral Health, Musculoskeletal, Diabetes, Hypertension, Weight Management
- Waiver review for rare cases when the network cannot offer needed services
- Bundled payments for specific procedures
- Many other services from across Henry Ford Health, including Occupational Health, Executive Health, etc.

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