

**Minnesota**  
**Smart Buy Business Alliance**

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- I. **Program Type:** Medicaid/State Employees/Public-Private Partnership
- II. **Established:** November 2004
- III. **Service Population:** 3.5 Million
- IV. **Program Description:**

The Minnesota Smart Buy Alliance uses the power of health care purchasers to improve the quality and affordability of health care for all Minnesotans through common purchasing strategies.
- V. **Staffing:**

Currently the Smart Buy Alliance has no official staff. Each organization has a representative on their behalf.
- VI. **Results:**
  - 1. Reward or require "best in class" certification.** Alliance members build on existing "best in class" certification programs in development that identify health care providers achieving certain levels of expertise, experience, proficiency, and results.
  - 2. Adopt and utilize uniform measures of quality and results.** The Alliance adopted uniform methods of measuring quality of care and results and use them in purchasing. To facilitate comparison of health plans, Alliance members will use a common purchase order that delineates specific kinds of information the plans must provide about performance and outcomes.
  - 3. Empower consumers with easy access to information.** In addition to collecting information from providers, the Alliance will provide consumers with standardized, user-friendly information about health care costs and quality.
  - 4. Require use of information technology.** The Alliance will encourage efficiencies and quality improvements by supporting development and/or requiring adoption of new technologies.
- VII. **Leading Organization/s:**
  - The State of Minnesota/Governor's Health Cabinet (including the Departments of Employee Relations and Human Services)
  - Buyer's Health Care Action Group (BHCAG)

## State Innovations to Advance Quality

- Minnesota Business Partnership, representing Minnesota's largest employers
- Minnesota Chamber of Commerce, representing employers of all sizes from across the state
- Labor/Management Health Care Coalition of the Upper Midwest
- Minnesota Association of Professional Employees (MAPE)
- Employers Association

### VIII. **Key Partners:**

Minnesota health care industry, all Minnesota consumers

### IX. **Lessons Learned:**

Getting all these players acting in synch will drive reform in the market. A big government takeover of health care, or a big new risk pool which only shifts costs rather than reducing them, will not solve this rising costs crisis -- informed purchasers and consumers will.

With a lot of health care purchasers getting together and agreeing by demanding common purchasing strategies and promoting and rewarding greater quality and value we will get the best care for the best price at the best time.

### X. **Funding:** Currently not funded