

There's good news for Wisconsin employers:

There's a healthcare service that ...

- Decreases total healthcare costs
- Increases workplace productivity
- Reduces workplace injuries
- Is recommended by numerous national and Wisconsin healthcare and business authorities
- Is reimbursed by most health plans



**BSI would save
\$895 per employee
– and that's just in
the first year!**

It's called: **BSI - Behavioral Screening and Intervention**



- All patients complete a brief, annual lifestyle questionnaire on tobacco, alcohol, drugs, depression, diet, and exercise
- Those with positive screens meet with an on-site health educator who conducts additional assessment
- For most patients, the health educator delivers an on-site intervention and continues to support behavior change
- Some patients are referred for additional services

BSI improves employee health and benefits employers, because it ...

- Increases smoking quit rates from 3% to 28%
- Decreases ED visits by 20% and hospitalizations by 37% by reducing binge drinking
- Helps attain quicker and more complete resolution of depression and lower recurrence rates

The bad news is that few healthcare settings systematically deliver BSI

Many conduct behavioral screening, but few deliver recommended interventions. Their physicians and nurses simply don't have time.

Please help us change that, so you can reap the benefits of BSI

- Ask your healthcare providers to hire health educators to deliver evidence-based, cost-saving BSI – as recommended by the CDC, the Joint Commission, the National Business Group on Health, NIH, the US Preventive Services Task Force, the Wisconsin Medical Society, and many other authorities
- Recommend that they contact WIPHL to learn how they can deliver BSI, improve health outcomes, meet quality measures, satisfy medical home criteria, and submit claims for BSI
- Ensure that your health plan reimburses for BSI when delivered by a health educator

Please visit us, learn more, and show your support at www.wiphl.org/employers

WIPHL (pronounced WIFF-el), the Wisconsin Initiative to Promote Healthy Lifestyles, is a program of the University of Wisconsin School of Medicine and Public Health. WIPHL is funded by a grant from the US Agency for Healthcare Research and Quality.



Here's How BSI Would Bolster the Bottom Line for Wisconsin Employers

Projected Year-One Savings For a Company with 100 Employees

	Alcohol	Depression	Tobacco
Per ...	Risky drinker	Depressed employee	Employee who quits smoking
Healthcare	\$523 ^a	\$841 ^d	\$192 ^f
Productivity	\$1,200 ^b	\$991 ^e	\$1,897 ^f
Absenteeism	?	\$310 ^e	\$479 ^f
Injury	?	?	\$2,013 ^f
Savings per employee	\$1,723	\$2,142	\$4,581
Number of Employees	30 ^c	7 ^c	5 ^g
Savings for 100 Empl.	\$51,690	\$14,994	\$22,905
Total Savings for 100 Employees			\$89,589
Total Savings per Employee			\$895

Likely sources of additional savings:

- Reductions in alcohol use beyond Year 1 and associated changes in healthcare costs, productivity, absenteeism, injury, and turnover^h
- Continued improvements in depression, associated changes in healthcare costs (total decrease of \$2,522 in Years 2 to 4^d), productivity, absenteeism and injury
- Reductions in tobacco use in Years 2 to 10 and escalating healthcare savings as risks increasingly decline for cardiovascular disease, lung disease, and cancer
- Reductions in drug use in Year 1 and beyond, and associated changes in healthcare costs, productivity, absenteeism, injury, and turnover
- Changes in diet, exercise, and weight
- Changes in family members' stresses and illness - eg, fewer respiratory illnesses from second-hand smoke, fewer stress-related illnesses in family members of individuals who decrease their drinking or drug use, fewer risky behaviors in teens and young adults whose parents model low-risk behaviors

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Data Sources and Notes

- Fleming MF, Mundt MP, French MT, Manwell LB, Stauffacher EA, Barry KL. Benefit-cost analysis of brief physician advice with problem drinkers in primary care settings. *Medical Care* 2000; 38:7-18.
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- According to the CDC's 2010 Behavioral Risk Factor Surveillance System, 19.1% of Wisconsin adults use tobacco. According to the US Agency for Healthcare Research and Quality's 2008 update of Treating Tobacco Use and Dependence, optimal screening and intervention would increase one-year quit rates from 3% to 28%. Thus, of 100 employees, 19 would smoke, and 5 would quit with optimal intervention.
- Fleming MF, Mundt MP, French MT, Manwell LB, Stauffacher EA, Barry KL. Brief physician advice for problem drinkers: long-term efficacy and benefit-cost analysis. *Alcoholism: Clinical and Experimental Research* 2002;26:36-43.