



# Wyoming Hospital Association

# NEWSBRIEFS

Informational Newsletter for Wyoming Hospitals



**CEO/Trustee  
Program  
May 16  
Casper**

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## WHA Resources Partners with MDSave

cy, and shoppability, giving patients the ability to shop and compare pre-negotiated, bundled prices for their services and then immediately act on that information.

The MDSave platform goes beyond federally mandated transparency efforts by giving patients meaningful transparency - the price they see is the price they pay, in a familiar, online-shopping user interface.

### Retain, Regain, and Attract Patients

Patients will travel for affordable care. When hospitals can offer flexible, competitive cash-pay pricing and alleviate the fear of surprise bills, cash-pay patients feel more comfortable buying services from local facilities. An easy-to-understand purchase process increases patient satisfaction, as evidenced by MDSave's Net Promoter Score of 91 (which means 91% of patients would recommend MDSave to family and friends).

### Patient Story: Why Kym Drives 220 Miles to Wyoming for Care

"I found out that I had a fibroid & cyst in one of my ovaries, and I didn't know if it was cancerous or not. I went to see a doctor here [in Idaho] and he told me I was not a candidate for a vaginal hysterectomy, only for an abdominal hysterectomy. I was really upset about this since my preferred option was to do the

vaginal hysterectomy. They quoted me \$35,000. This did not include a hospital stay or anesthesiologist!"

Since Kym doesn't have insurance, she called an advocate at Christian Health Ministries who directed her to MDSave. MDSave's Patient Concierge Team helped Kym find Dr. Eric Hansen in Evans-ton.

"I traveled 220 miles, 3 1/2 hours one way, to meet Dr. Hansen. He said 'I don't see why you're not a candidate for a vaginal hysterectomy. Everything looks good and you're healthy.' Dr. Hansen showed me that he really cares and he really went the extra mile to make me feel comfortable. The staff at the office were also very welcoming.

From now on, any obstetrics & gynecology procedure I need, I will drive 3 1/2 hours to go see Dr. Hansen - because he is so wonderful!"

To learn more about the Wyoming Hospital Association's partnership with MDSave, contact John Bartelt at [john.bartelt@mdsave.com](mailto:john.bartelt@mdsave.com).



### WHA Calendar

**AHA Annual Meeting**  
Washington, DC  
4/7-4/10

**Trustee Educational Program**  
Casper  
5/16

### Out of Pocket, Not Out of State.

The Wyoming Hospital Association has partnered with online healthcare marketplace MDSave to increase access to care for Wyoming patients.

It's time to let Wyoming residents know that they can keep their medical care close to home. Our patients shouldn't feel like they have to drive to Denver or Salt Lake City to receive affordable care, whether insurance is covering their procedure or not.

That's why the Wyoming Hospital Association has partnered with MDSave, a unique bundling technology that makes medical procedures transparent, shoppable, and instantly transactable. That means our hospitals can create fully bundled, episodes of care at competitive market rates that out-of-pocket patients can pre-purchase (just like booking a flight online) with a full understanding of their financial responsibility and without fear of surprise balance bills.

### Making Care Accessible

MDSave is dedicated to making healthcare accessible to everyone by empowering patients to make informed decisions about their care. The MDSave online marketplace is built on the principles of affordability, transparen-

### 2019 PAC Contributions

**Barry Burkart  
Bren Lowe  
Margie Molitor  
Doug Faus  
Andy Fitzgerald**



## 2019 Physician Inpatient/Outpatient Revenue - Merritt Hawkins

Merritt Hawkins, the nation's leading physician search firm and an Endorsed Service Partner of Wyoming Hospital Association Resources, periodically tracks this key metric through our Physician Inpatient/Outpatient Revenue Survey.

The 2019 version of this survey has just been released and includes timely data of

importance to healthcare facility administrators, physicians and others who track emerging healthcare trends. Numbers from this survey have been referenced by leading publications such as The Wall Street Journal and have become a standard

benchmark used throughout the healthcare industry.

If you would like a complete copy of the report please contact Ben Adams Merritt Hawkins Senior Marketing Consultant for Wyoming at ben.adams@merrithawkins.com.



## McCallister Named CEO in Buffalo



Sean McCallister

Sean McCallister, Johnson County Healthcare Center's (JCHC) new Chief Executive Officer took over leadership on March 4, 2019. Sean comes from McCall Idaho, where he was the Site Administrator for St. Luke's McCall.

Sean was born in Colorado and has lived and worked around the mountain west in a variety of settings. He most recently was the site administrator for St. Luke's McCall in McCall Idaho. Before

that, he lived and worked in Alaska for eleven years.

While in Alaska, he earned the Alaska Top Forty under 40 award. This was a recognition as a top professional, younger than 40, having demonstrated professional excellence and a commitment to community.

Sean is excited about the opportunity to lead JCHC in part because "in the future, we must help people achieve health, wellness and prevention to avoid unnecessary ER visits and hospitalizations. Small hospitals are poised to

deliver the best care and service because they're less complex and more nimble than their urban counterparts." Sean adds that, "connection to the community is especially important as we transition from traditional fee for service models to value based health care.

JCHC, undoubtedly, will provide the opportunity to collaboratively develop strategy, make decisions and affect efficient change at the local level.

## State Health Assessment Available

The Wyoming State Health Assessment provides a greater understanding of the health status of Wyomingites and the many factors that influence health in our state. It is also the first step toward developing a State Health Improvement Plan (SHIP).

Wyoming's first collaborative and comprehensive State Health Assessment (SHA) looked at a variety

of information such as:

- Factors that can help or hurt our health.
- Community and stakeholder perspectives about health needs and solutions.
- Health-related resources that can help address needs.
- Capacity of the public health system to deliver essential public health services.

The SHA will inform future health improvement planning efforts, providing the Wyoming Department of Health and its partners with the ability to make data-informed strategy decisions to improve health in Wyoming.

The SHA is available on the WDH website at sha.wyo.gov.

