

# Economic Impact of Health

## Analytics and Data to Support Opportunities for Improving Health, Equity & Economic Vitality

Economic prosperity and health are linked. Poor health challenges vitality and growth and reduces quality of life. Chronic conditions such as diabetes or hypertension contribute to increased utilization, medical and productivity costs, and losses for businesses and communities. Many business and civic leaders and local coalitions lack critical data and the necessary tools to evaluate drivers, diagnose issues, set priorities and assess solutions and gains. The pandemic heightens urgency and opportunity to make the business and community case for collective impact actions on health and health equity.

**“Business leaders must look at healthcare not as a cost of doing business, but as an investment in their people and the future of the business.”**

“In many communities, **broader coalitions** among business, civic and community leaders are already aligned to address the impact of the pandemic and are positioned to do more. Improving workforce health is in the best interest of us all. Targeted interventions of prevalent chronic conditions yield substantial benefits that can be scaled as needed. Innovative tools like healthcare dashboards that consolidate key current performance indicators and action items are starting to be deployed.”<sup>1</sup>

FTI’s Center brings advanced economic modeling, research-based methods and validated data sources to inform our analyses and to assist clients proactively to assess drivers of poor health, their individual and collective impact at community level, and opportunities and benefits from action.

### #1 Priority for CEOs

should be the physical health and well-being of their employees, per an FTI Consulting survey of more than 1,000 employed professionals.<sup>2</sup>

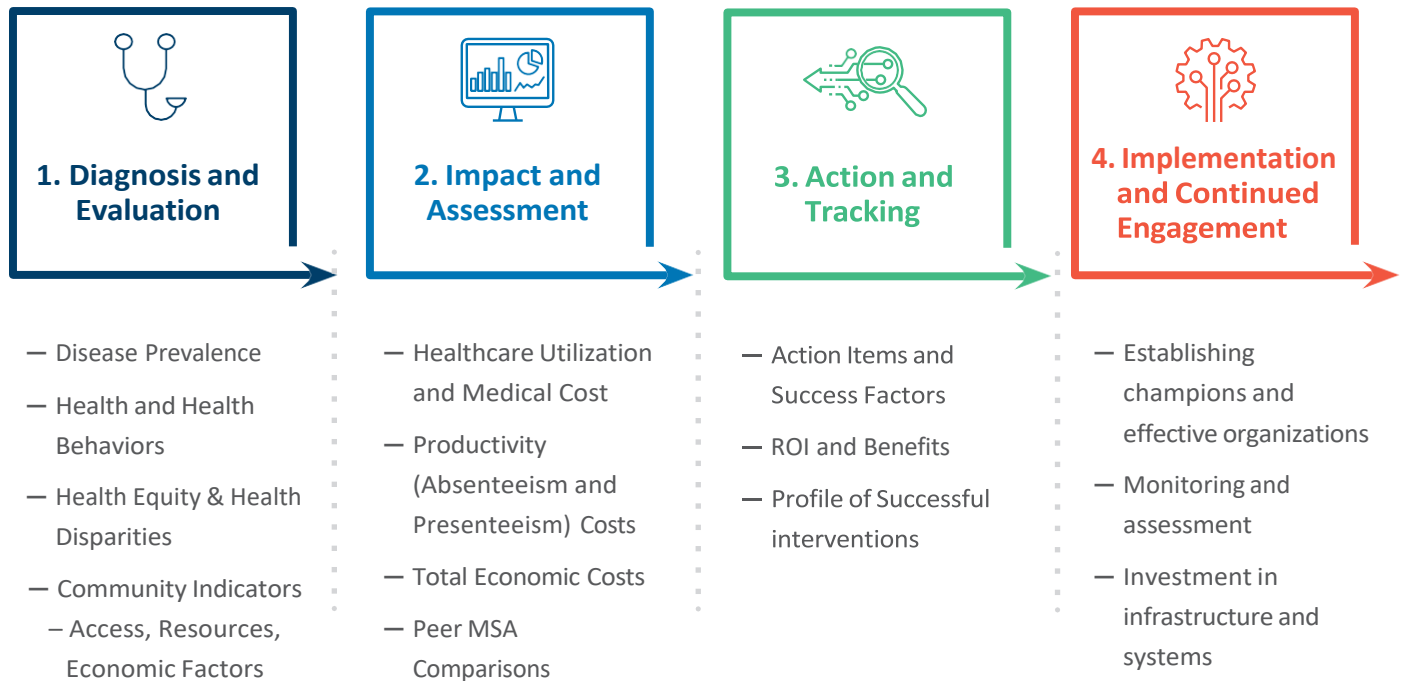


<sup>1</sup> [“What Business Leaders Need to Know About the Benefits of a Healthy Workforce.”](#) FTI Journal (2022).

<sup>2</sup> [“CEO Leadership Redefined: Part 1 Survey.”](#) FTI Consulting (2021).

## The Center’s Analytical Framework to Develop the Business and Community Case for Collaborative Action

FTI Consulting’s Center has developed a research-based and staged framework using advanced economic modeling and supported by robust and actionable data to assist clients (business, collaboratives, health systems, health plans, government) to evaluate key health, health equity and impact issues in a community: What drives poor health? What is its impact? Which successful interventions/actions generate benefit? How do we implement solutions?



## Regional Area Framework

FTI Consulting’s Center provides clients with customized dashboards with robust and replicable community-level data for each of these key domains to provide quantification and key performance indicators for evaluation, decision-making, accountability, tracking over time, and for comparing communities.

|  |   |  |                                    |  |  |
|--|---|--|------------------------------------|--|--|
| <p>Med. Costs/<br/>Comm. Claims</p> <p>Merative™<br/>MarketScan®</p> | <p>Prevalence/<br/>Research</p> <p>CDC<br/>CENTERS FOR DISEASE CONTROL AND PREVENTION</p> | <p>Economic Factors/<br/>Productivity</p> <p>U.S. BUREAU OF LABOR STATISTICS</p> | <p>Life Expectancy</p> <p>IHME</p> | <p>Demographics/<br/>Insurance</p> <p>AMERICAN COMMUNITY SURVEY<br/>U.S. CENSUS BUREAU</p> | <p>Food Insecurity</p> <p>County Health Rankings &amp; Roadmaps<br/>Building a Culture of Health, County by County</p> |
| <p>BRFSS™</p>  |   |  |                                    |  |  |



## Developing the Business Case for Hypertension Control

[FTI's Center for Healthcare Economics and Policy](#) has partnered with the [National Forum](#) to support the [CDC Foundation](#) in [Developing the Business Case for Hypertension Control](#).

Hypertension is a treatable yet chronic health condition and a hidden business risk to employers. Despite a low level of awareness, with appropriate forecasting tools and actionable data, employers have the power to manage this risk and improve health outcomes for their employees. FTI's Center is collaborating with partners to build and disseminate the business case for employer engagement in hypertension prevention and control and create new tools, including a budget impact model, which provides clear data that can make it easy for employers to reduce business risk.

See [webinar replay](#) and [slides](#) from the FTI's Center and National Forum led live virtual session for employers from across industry sectors and sizes to share actionable data, evidence on impact, and new tools: **the Hypertension Budget Impact model and the Hypertension Claims Analysis Guide**. The virtual session also hosted an employer panel to share actions taken by leading organizations to prevent and manage hypertension in their workforce.

### Urgency for Action

Many factors heighten urgency and opportunity to make the business and community case for collective impact actions by business and public-private partnerships for health and economic benefit.

The pandemic created shared value and enhanced awareness of each individual's community. Multi-sector collaboratives with trusted community relationships and health have been able to develop and implement solutions for their communities. Actionable data and quantification of economic impacts along with these collaborative efforts help make inroads into poor health, access, and motivate economic impacts.

### Health, Health Equity and Economic Impact

Addressing long-standing health inequities is at the forefront of healthcare. FTI's Center for Healthcare Economics and Policy partners with organizations seeking to understand root causes of disparities and striving to narrow gaps in health outcomes.

The Center brings demonstrated capabilities to assist organizations to understand health disparities and evaluate effective interventions at the local and regional level. The Center collaborates with industry leaders to develop economic research, modeling, and analytics in addressing population health, to understand root causes of health inequities, and to develop evidence, tools, and gains to support the business and community case for action.

1. **Value proposition of population health and health equity**
2. **Health and economic metrics and modeling of health disparities (or see below)**
3. **Evaluation of interventions designed to address population health and inequities**

## Recent Center Examples



[Data Driven Approaches for Informed Health Equity Action Article](#)



[National Forum for Heart Disease & Stroke Prevention's 20th Annual Meeting on Economic Impact of Health Inequity Presentation](#)



[Action Collaborative on Business Engagement in Building Healthy Communities-Faith, Community & Government – Health Collaboration to Address Health Disparities during the COVID-19 Pandemic Webinar](#)



[Colorado Government Option: Impact on Racial and Ethnic Minority Groups Report](#)



[Health & Economic Impact of COVID-19 – Health Collaboration to Address Health Disparities](#)



Nashville, TN | [Nashville Region Health Competitiveness Initiative Report](#)



Buffalo/Western NY | [The Economic Impact of Poor Health on Our WNY Community Report](#)

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