



2019 HEALTH
MEETING

JUNE 24-26 | PHOENIX, AZ



Session 98, Where are we Headed: Disruptions for the Health Actuary

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2019 Health Meeting

MODERATOR: MICHAEL NIEMERG

PANELISTS: MICHAEL COHEN, PUNEET BUDHIRAJA, DYLAN ASCOLESE

Session 098: Where are we Headed: Disruptions for the Health Actuary

June 25th 2019



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Antitrust Compliance Guidelines

Active participation in the Society of Actuaries is an important aspect of membership. While the positive contributions of professional societies and associations are well-recognized and encouraged, association activities are vulnerable to close antitrust scrutiny. By their very nature, associations bring together industry competitors and other market participants.

The United States antitrust laws aim to protect consumers by preserving the free economy and prohibiting anti-competitive business practices; they promote competition. There are both state and federal antitrust laws, although state antitrust laws closely follow federal law. The Sherman Act, is the primary U.S. antitrust law pertaining to association activities. The Sherman Act prohibits every contract, combination or conspiracy that places an unreasonable restraint on trade. There are, however, some activities that are illegal under all circumstances, such as price fixing, market allocation and collusive bidding.

There is no safe harbor under the antitrust law for professional association activities. Therefore, association meeting participants should refrain from discussing any activity that could potentially be construed as having an anti-competitive effect. Discussions relating to product or service pricing, market allocations, membership restrictions, product standardization or other conditions on trade could arguably be perceived as a restraint on trade and may expose the SOA and its members to antitrust enforcement procedures.

While participating in all SOA in person meetings, webinars, teleconferences or side discussions, you should avoid discussing competitively sensitive information with competitors and follow these guidelines:

- **Do not** discuss prices for services or products or anything else that might affect prices
- **Do not** discuss what you or other entities plan to do in a particular geographic or product markets or with particular customers.
- **Do not** speak on behalf of the SOA or any of its committees unless specifically authorized to do so.
- **Do** leave a meeting where any anticompetitive pricing or market allocation discussion occurs.
- **Do** alert SOA staff and/or legal counsel to any concerning discussions
- **Do** consult with legal counsel before raising any matter or making a statement that may involve competitively sensitive information.

Adherence to these guidelines involves not only avoidance of antitrust violations, but avoidance of behavior which might be so construed. These guidelines only provide an overview of prohibited activities. SOA legal counsel reviews meeting agenda and materials as deemed appropriate and any discussion that departs from the formal agenda should be scrutinized carefully. Antitrust compliance is everyone's responsibility; however, please seek legal counsel if you have any questions or concerns.

Presentation Disclaimer

Presentations are intended for educational purposes only and do not replace independent professional judgment. Statements of fact and opinions expressed are those of the participants individually and, unless expressly stated to the contrary, are not the opinion or position of the Society of Actuaries, its cosponsors or its committees. The Society of Actuaries does not endorse or approve, and assumes no responsibility for, the content, accuracy or completeness of the information presented. Attendees should note that the sessions are audio-recorded and may be published in various media, including print, audio and video formats without further notice.

Today's Panelists

Moderator

Michael Niemerg, FSA MAAA

- Predictive Modeling Manager, Milliman IntelliScript

Panelists

Michael Cohen, PhD

- Senior Consultant, Wakely Consulting

Puneet Budhiraja, ASA MAAA FCA

- SVP., Chief Actuary, Capital District Physicians' Health Plan, Inc.

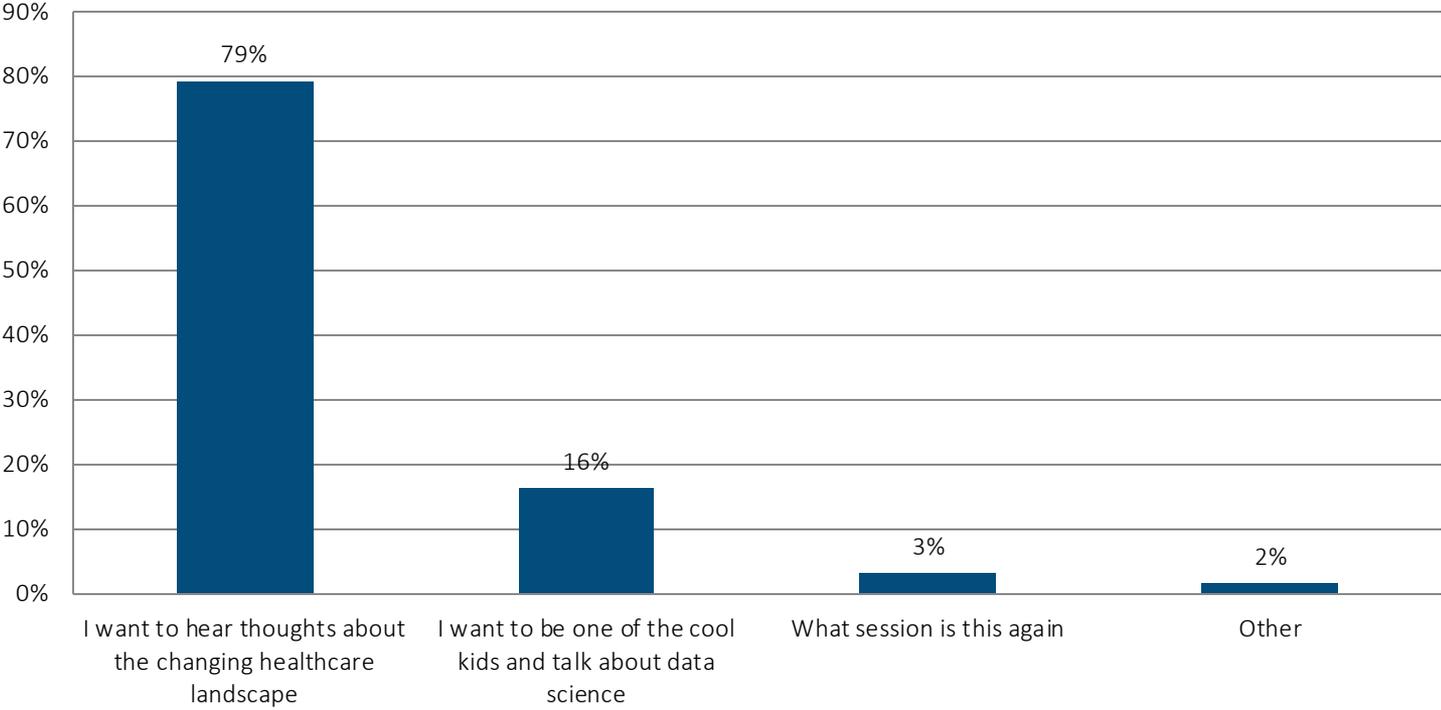
Dylan Ascolese, FSA MAAA

- Director of Commercial Pricing, Tufts Health Plan

Today's Agenda

- Changes in healthcare financing / delivery
- Changes in the analytics landscape
- Misc.
- Polling of Audience (<https://health.cnf.io>)

What brought you to this session?



The Changing Healthcare Landscape: “What-If” Scenarios



Scenario 1

Medicare For All



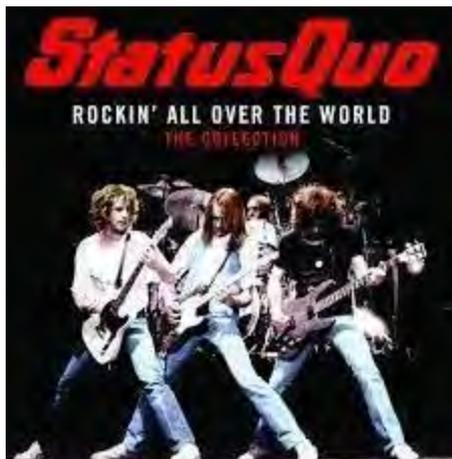
Scenario 2

Medicaid/ Medicare Buy-In Option or Government Option on the Exchanges



Scenario 3

Status Quo – no significant new legislation in the next 10 years



Scenario 4

Deregulation – weakening / de facto repeal of PPACA

Scenario 5

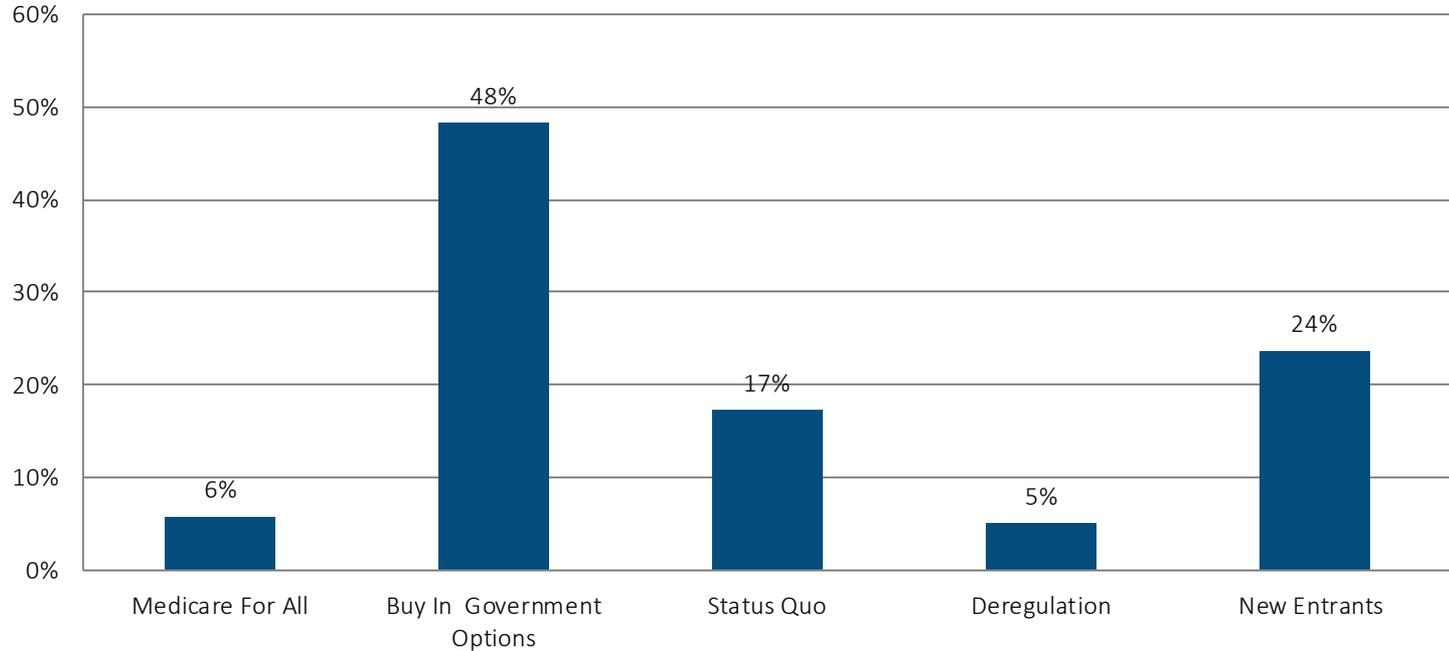
New entrants In Healthcare Financing or Delivery
– InsureTech, Amazon, Wal-Mart, etc...



Thought Question

Politics – How might the next election cycle disrupt things?

Which scenario do you think best describes the future 10 years from now?

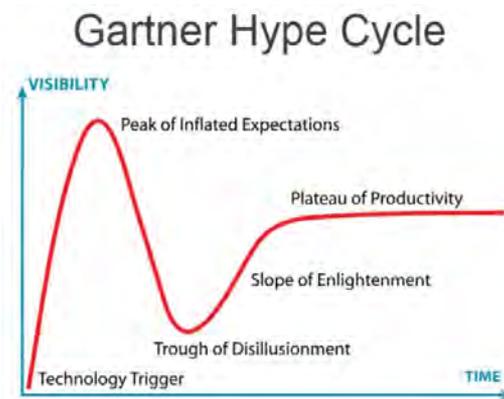


The Changing Analytics Landscape: Trends



Trend 1

Proliferation of Analytics – Will it continue? Where might it expand? How to get an edge?

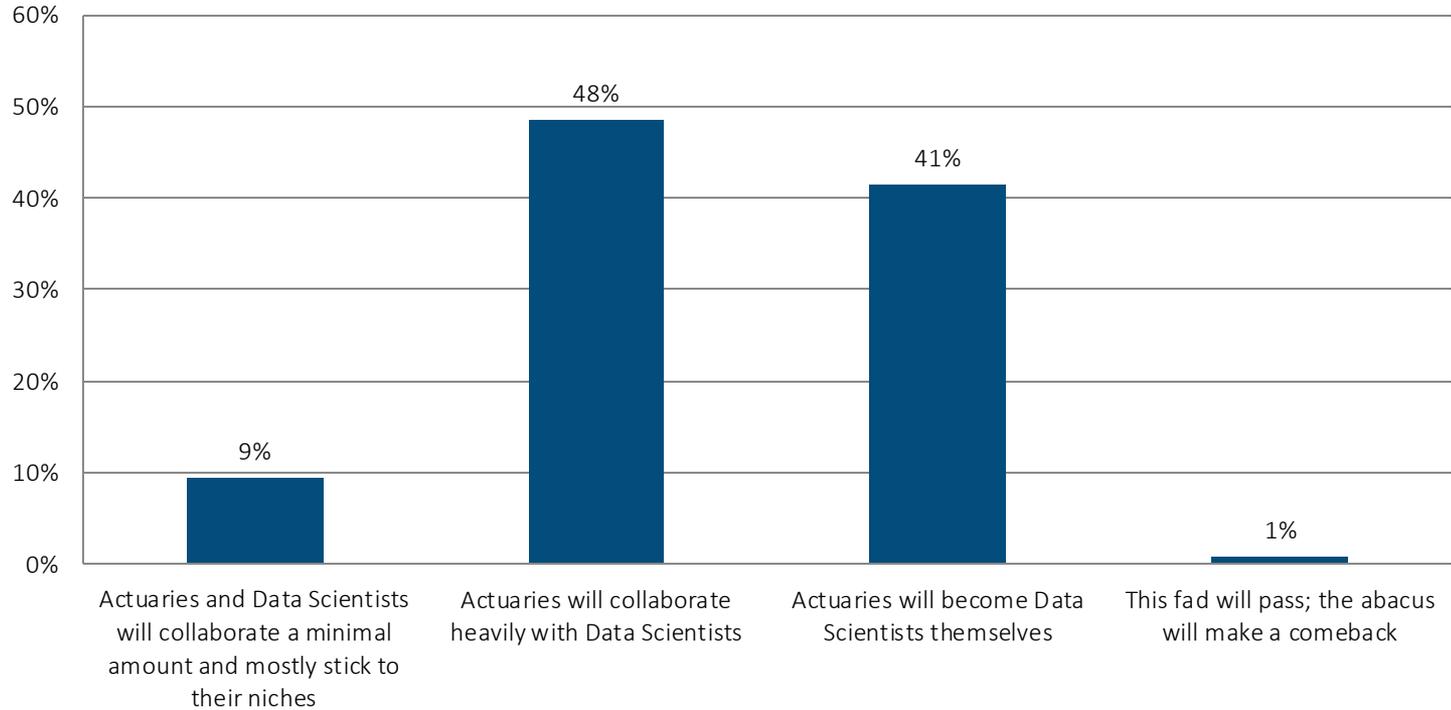


Trend 2

Actuaries and Data Scientists – will we become BFF?



Which do you think best represents the future?

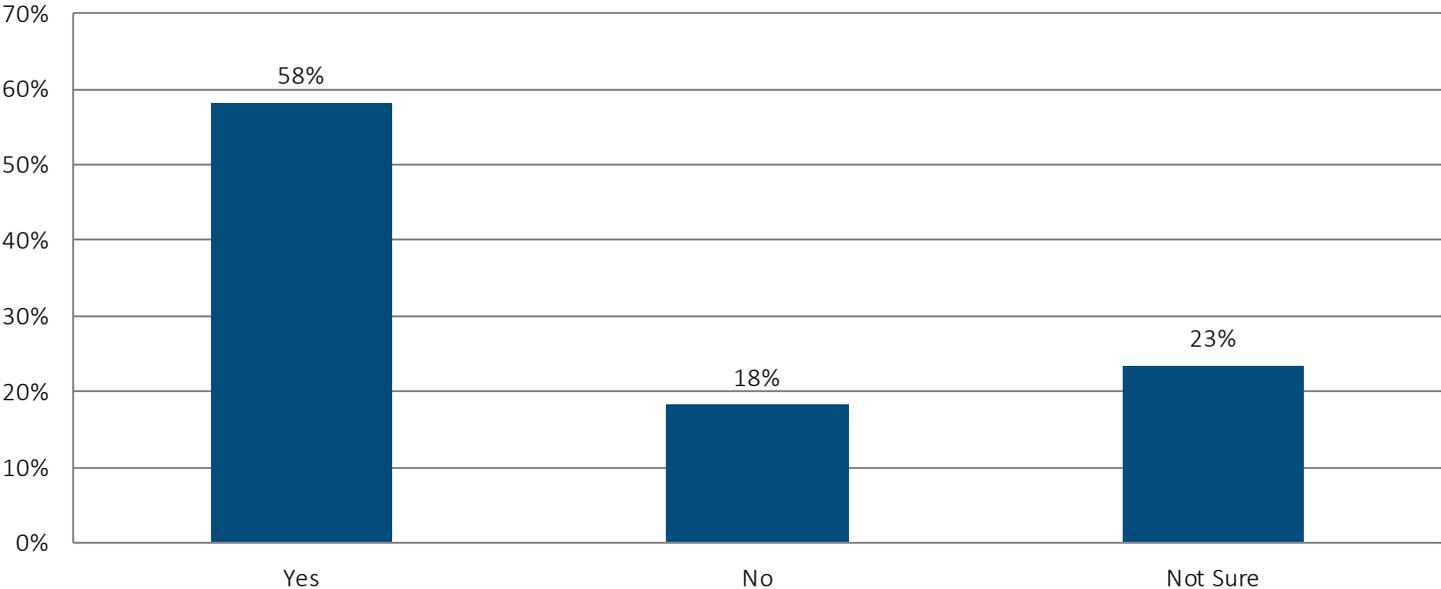


Trend 3

Proliferation of Data: Social Data, Wearables, Financial Data, Etc...



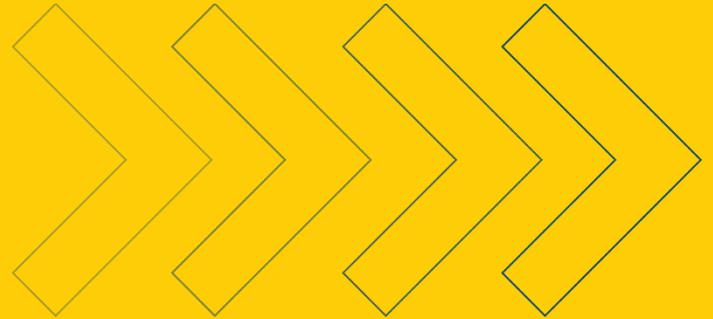
Do you currently or expect to within the next 5 years use non-traditional data sources at your company (pricing, marketing, member outreach, etc...)?



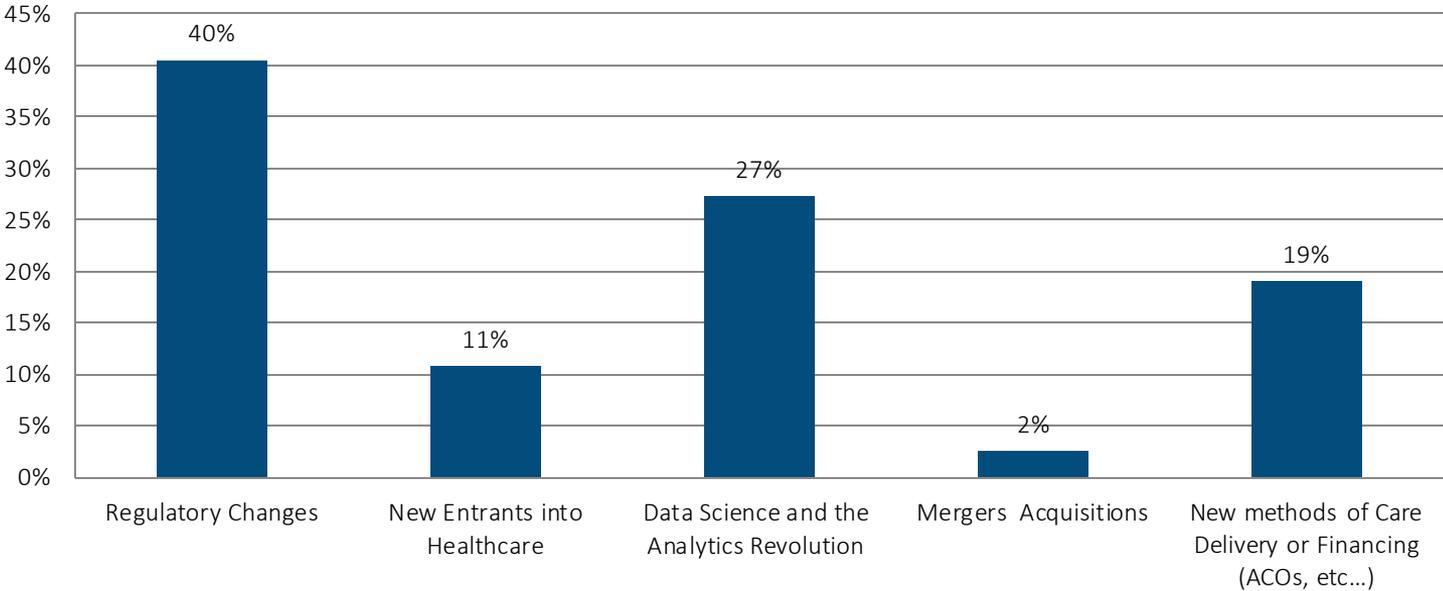
Trend 4

Bias, Privacy Concerns, HIPAA, Consumer Backlash

Bringing it together



Which do you think will have the largest impact on the day to day functioning of an actuary ten years from now relative to today?



Career

What can we as practicing actuaries do to stay relevant?

How will an actuary of the future be different?

Change is a constant...

Final thoughts from panelists

Q&A





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