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Development of attributes and levels of mental health insurance services using a discrete choice experiment

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Abstract:

BACKGROUND: Despite the fact that mental illness is among the ten top diseases with the highest burden, the health services required by these patients do not have adequate insurance coverage. The purpose of this study is to develop the attributes and levels of mental health insurance services using a discrete choice experiment (DCE).

MATERIALS AND METHOD: This study involved a qualitative phase of the DCE that was conducted in Iran in 2020-2021 and included several stages. First, during a literature review, the attributes and levels were determined. Then, the attributes of health insurance were identified and weighed through virtual and in-person interviews with 16 mental health insurance professionals and policymakers in this field who were selected by purposive sampling. Finally, after a few sessions, through review studies, interviews, and a group of the expert panel, attributes and levels were finalized.

RESULTS: This study showed that coverage of inpatient services, outpatient services, place of receiving services, use of online internet services, limitation of services, and monthly premiums were the most important attributes of mental health insurance services.

CONCLUSION: To promote mental health insurance, policymakers and health insurance organizations should pay attention to premiums to be commensurate with the payment of people, packages of mental health services, and the ability of people to pay in appropriation with inflation. Identifying these attributes can determine people's willingness to pay and preferences for mental health insurance and lead to better planning for more comprehensive coverage for patients and increase the desirability of individuals in receiving services.

Keywords:

Attributes and levels, discrete choice experiment, mental health insurance, mental preferences

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Introduction

In Iran, the burden of mental illness is heavy and, due to the lack of coverage of many psychological services for the population covered by the health care system and also due to structural weaknesses in the service delivery system and lack of content of mental health programs, it is necessary to pay attention to these illnesses.^[1,2] People often cite worries about the cost of care or limitation of coverage of health insurance as the reason for not receiving mental health

This is an open access journal, and articles are distributed under the terms of the Creative Commons Attribution-NonCommercial-ShareAlike 4.0 License, which allows others to remix, tweak, and build upon the work non-commercially, as long as appropriate credit is given and the new creations are licensed under the identical terms. care. Also, lack of insurance reduces service delivery.^[3,4] People with mental illness had less health insurance than people without mental health problems.^[5] Lack of adequate and high out-of-pocket (OOP) insurance prevents people from receiving basic health services. In turn, this may lead to miserable health costs in the future, leading to poverty and diseases.^[6,7] For example, a study conducted by Rachel L. Garfield *et al.*,^[5] in the USA found that at least 37% of adults of working age with severe mental diseases, did not have insurance for a year, compared to healthy people, about 28%

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of who did not have insurance. A study conducted by William S. Pearson et al.,^[8] found that even after controlling for demographic differences, people with severe mental problems were 40% less likely to have health insurance than those without mental problems. Research by social policymakers showed that different demographic and ideological backgrounds affected the criteria for access to health services. Hence, people's access to services was affected not only by the attributes of service providers but also by the attributes of service recipients. However, the evidence proves that these attributes were related to the opinions of service recipients. For example, income or education levels were both positively and negatively related to the well-being of individuals, in which an inverse relationship between income levels and the welfare state was explained by this theory. It is possible that people with lower incomes were more dependent on the healthcare system and therefore it is important to support these people.^[9]

The financial challenges of the healthcare system and the poor design of insurance programs were among the most important issues that limit successful financial support and service delivery in Iran.^[7] The demand for health insurance largely depended on its ability to meet the needs, expectations, and preferences of the consumers.^[10] Health professionals and policymakers should evaluate health services and interventions so that they can replace treatment services and methods, if necessary.^[11] In order to replace a successful and effective medical intervention or method with other interventions, the preferences of patients and stakeholders must take into account so that the replacement could be done properly.^[12] It seems that models and solutions should be provided so that all patients can access the best services at the most appropriate time.^[13]

The Discrete Choice Experiment (DCE) is used to support the prioritization, design, and implementation of such interventions.^[14] DCE is a qualitative, attribute-based technique used to select announced preferences for new products and interventions that are not yet introduced to the market.^[15] DCE is a research method that can determine patients' preferences and factors influencing decision-making addressing the treatment. DCE was originally used for the arts, industry, and economics, but over time it has entered the healthcare sector and was exploited there.^[16,17] Previous research showed that DCE was appropriate and reliable for effective decision-making and policy-making in healthcare.^[18]

Due to the lack of financial and human resources for providing mental care, the way of allocating available resources for existing services and other competing services should be designed in a way that it could have the necessary quality. To address this dilemma, the Ministry of Health led commissions and health service providers to implement national service models, standards, and guidelines, as well as to make local and clinical management decisions based on the best evidence. The best evidence includes information on the cost-effectiveness of services, needs assessment, as well as the preferences of experienced people related to mental health services. This process has grown over the past 20 years by participating in decision-making and taking into account citizens' views of communities and service users.^[19]

Given the limited scientific evidence on the attributes of mental health insurance, the importance of this evidence for health insurance policymakers and for the creation of a dynamic insurance mechanism tailored to the preferences of the people, implementing an accurate and comprehensive study on the attributes and levels of the mental health insurance are critical. There was no similar study in Iran for determining such attributes; therefore, this study was to develop attributes and corresponding levels to identify people's preferences respecting mental health insurance.

Materials and Method

Study design and setting

In this research, we tried to determine the attributes and levels related to mental health insurance using the DCE method and to determine the most important among them and their order of priority. Two issues clearly needed to be considered when determining the components - first, the components must be relevant to the needs and requirements of policymakers, and second, the components must be meaningful and important to the respondents.^[20] To ensure that these requirements were met, it was important to obtain as much information as possible from a variety of sources including literature reviews, group discussions (such as focus groups), interviews with key people such as policymakers, and expert opinion. Although there was no general rule for choosing the number of components, there was a consensus^[21] that the number of components should not exceed a maximum of eight components. If the components were not specified correctly in a study, the results of the study will be incorrect and misleading. Identification of attributes is done through various methods such as literature review, group discussion, interview, and expert panel or a combination of these methods.[22]

This research was conducted in several stages. In the first stage, a domain review study was conducted on topics related to mental health insurance preferences in order to collect the attributes and levels which were identified in the relevant studies. This method was used due to some limitations such as a lack of study resources related to the attributes of mental health insurance and the urgent need of managers or policymakers.^[21]

In the first step of this research, the Arksey and O'Malley protocol was used to review the domain, which includes six steps: 1- Identifying research questions; 2- Identifying related studies using valid databases, reviewing gray literature, dissertations, reviewing articles, and reference of studies in the field of research; 3- Selecting related studies among the included studies to be reviewed; 4- Extracting data in the form of graphs and tables; 5- Collecting, summarizing and reporting the findings; and 6- Consulting with experts about the obtained findings.^[23]

To conduct the review, the researcher completed the search based on the keywords consisting of "insurance", "universal insurance coverage", "insurance preferences", and "mental health insurance", through international databases such as PubMed, Scopus, and Web of Science.

Subsequently, studies that evaluated the preferences of individuals with health insurance or healthcare were included in the study using the DCE method, if they were of acceptable quality based on the evaluation list of DCE studies.^[12] In general, the inclusion criteria that were considered for this study were: 1- The language of the article or document should be Persian or English; 2- The study period should be 1970 to 2021; 3- The assessment of mental health insurance preferences in the community; 4- They must have used the DCE method; 5- It should be original research; 6- The full text of the article or document should be available. On the other hand, studies that were a review, a letter to the editor, or a short report were excluded from the study.

Study participants and sampling

In the second step, semi-structured interviews with semi-open questions were conducted with experts in the field of mental health insurance and mental health. In order to comply with ethical issues, in addition to general cases, identification codes were assigned to identify individuals. The mentioned individuals were included in the study and the interviews continued until the data was saturated. In this study, the sampling method, like most other qualitative studies, was purposive. A total of 16 experts with sufficient knowledge and experience were included in the study. Thematic analysis was used to analyze the data. In the end, the interviews were coded and key points were extracted to determine the attributes and levels.

The sample size was determined using the purposive sampling method with saturation criterion.^[24] Interviews were conducted from January to May 2021 and

audio recording was used with the permission of the interviewees. The interview questions were designed in such a way that experts were indirectly asked about the attributes of health insurance. The content of the questions was related to understandable attributes of ideal health insurance, the strengths, and weaknesses of current health insurance, important factors influencing the willingness to pay for health insurance, comprehensiveness of services, services coverage, people's access, and expectations from their mental health insurance. At the end of the interviews, the important attributes of health insurance were extracted.

Data collection tool and technique

In the third step, a list of attributes and levels that were prepared in the previous stages were scored based on the opinions of experts.^[25] Then, these attributes and levels were prioritized and ranked by 16 experts in the field of mental health. Each attribute was rated using a scale of 1 to 5, with 5 representing the highest score and 1 representing the lowest score. Then the total score of each attribute was calculated. Then, the responses of each level were summed to determine the levels of each attribute. Based on the purpose of the study and the results of previous studies, we combined and summarized the levels.^[26] The level of premium, as one of the final attributes, was selected based on the inflation rate and the current average premium in the country. Also, the level of premium was set in the range that includes the minimum, average, and maximum possible premiums.

The design was constructed with a generic and D-efficient method. The D-efficiency for our design was 98.16. A total of 16 iterations were used to improve the efficiency of the design. The pilot of the choice set revealed that all the participants (insured persons) understood the tasks, attributes, levels, and instructions. Also, all the participants correctly answered the warm-up choice set. The average time it took to interview each insured person was about 15 minutes. Imaging or other methods for illustration of the final tasks were not needed.

Ethical consideration

The research proposal was approved by the Ethics Committee of Tehran University of Medical Sciences with the ID number IR.TUMS.SPH.REC.1400.032. Permission was obtained to record the experts' voices.

Results

In this study, eight articles^[27-34] that used the DCE method and simultaneous analysis to extract attributes and levels, were selected for domain review. In these studies, the minimum number of attributes was five^[27-29] and the maximum number of attributes was twenty.^[30] In Table 1 and the review phase, we observed that none of the studies directly and separately obtained the attributes of mental health insurance [Table 1].

Interviews with experts

At this stage of the research, 16 mental health insurance experts, psychiatrists, and officials related to mental illness were interviewed. In these interviews, most experts discussed service access, service quality, premiums, service coverage levels, how services are provided, and service strengths and weaknesses. The insurance attributes mentioned in these interviews included a health benefits package and the use of electronic services for patients. Attributes that the interviewees emphasized were: coverage of outpatient and counseling services, coverage of hospitalization costs, especially long-term hospitalization costs, the right to choose the type of service providers (private and public), coverage of imported drugs costs, coverage of laboratory and diagnostic costs, coverage of consultation costs, and coverage of para-clinical services.

Finally, after interviews and surveys of experts, the final attributes for extracting people's preferences were identified. Then, the final attributes obtained from the interviews were categorized into monthly premium, how to care, how to provide services, payment of subsidies for services, service providers, coverage of consulting services, place of service, number of sessions per month, coverage of hospitalization costs, medication costs, full coverage of diagnostic tests, coverage of imported drugs [Table 2].

Weighing attributes and levels of insurance by specialists

A total of 23 attributes were extracted from the narrative review and interviews, which were rated by insurance experts. A total of 12 attributes were mentioned in both resource reviews and interviews. Of these 12 attributes, six entered the final scenarios. Attributes such as cost of the number of care hours per week, access to transportation services, how to care for the patient, how to provide services, scheduling of providers, treatment priorities, the amount of subsidy payment for each service, review of the cost of treatment effectiveness, online delivery, and electronic services, how to provide patient information and medication information, behavioral health screening, staff availability (providers), out-of-pocket payments, medication costs, waiting time for services, counseling services (being online), and diagnostic tests did not obtain the required score for study attributes. Six attributes of inpatient service coverage, outpatient service coverage, place of receiving services for patients, use of online internet services, service delivery limitation, and monthly premium after weighing and considering the opinion of the research team were selected as the final attributes. The primary

attributes resulted from the review and interviews with insurance professionals and the final attributes selected after ranking by the experts are listed in Table 2.

Finally, 30%, 70%, and 90% coverage for inpatient and outpatient costs were selected as the levels of these attributes. For the service location, there were levels of service delivery in the public sector and service delivery by all providers. *Yes* and *no* levels were considered for using the internet and online services. *Yes* and *no* levels were considered for whether the services should have a limitation. Premium levels were determined as 40 thousand Tomans, 80 thousand Tomans, 120 thousand Tomans, and 200 thousand Tomans [Table 3].

Discussion

The aim of this study was to extract the attributes and levels of mental health insurance using DCE. The initial attributes were refined through several suitable filters. Based on the findings of this study, the most important attributes of mental health insurance were obtained and we developed them. What makes the results of this study important is to the best of our knowledge, that this study is the first study that extracts the attributes and insurance levels of mental health services in Iran and the world.

Based on the findings of this study, the most important attributes of mental health services insurance include inpatient service coverage (including three levels of 30%, 70%, and 90%), outpatient coverage (including three levels of 30%, 70%, and 90%), place of service (including two levels of public sector and all providers), use of online and internet services (including 2 levels of yes and no), services with a limitation (including 2 levels of yes and no) and monthly premiums (including 4 levels of 40 thousand Tomans, 80 thousand Tomans, 120 thousand Tomans, and 200 thousand Tomans).

It is important to note that the conditions of each country are different from other countries in terms of health insurance attributes. To this date, no in-house study on mental health insurance preferences had been conducted, and there were few studies in other countries on medical preferences which were used in this study. Complementary methods such as qualitative methods like interviewing were used to confirm the selected attributes and levels, which helps to complete the list of attributes and finalize them. Also, they have used to adjust the attributes according to the conditions of the target community.^[26]

In this study, the DCE method was used to determine the attributes and levels of mental health insurance preferences. This method was derived from research in the field of business and health economics and is

Row	Author(s) (year of publication)	Study aim(s)	Attributes				
1	Nieboer	Preferences for long-term care services:	Number of hours of care per week	Individual preferences			
	(2010)	Willingness to pay estimates derived	Organized social activities	Coordinated care services delivery			
		from a discrete choice experiment ^[31]	Transportation service	Punctuality			
			Living situation	The waiting list in months			
			Who provides care	Co-payment per week			
2	Defechereux (2012)	Health care priority setting in Norway a multicriteria decision analysis ^[32]	Severity of disease	Individual health benefits			
			Number of potential beneficiaries	Willingness to subsidize			
			Age of target group	Cost-effectiveness			
3	Becker (2016)	Preferences for Early Intervention Mental Health Services: A Discrete-Choice Conjoint Experiment ^[29]	Making initial contact with the service	Provided by the service			
			Context of the EIS	Evidence of service efficacy			
			Service decision making				
4	Cunningham (2008)	Modeling the Information Preferences of Parents of Children with Mental Health Problems: A Discrete Choice Conjoint Experiment ^[30]	Understanding versus solving child's emotional problems	Information about medication			
			Understanding versus solving child's behavioral problems	timing when information is available			
			Effect on feeling informed about my childs problems	Individual versus group presentation			
			Effect on confidence and hopefulness	Group and phone support			
			Developing advocacy skills	Location of information			
			Evidence base of information	Modality in which information is presented			
			Effect on stress guilt and anxiety	Pulling versus pushing information			
			Epidemiology	Content selection process			
			Active versus passive learning materials	Time demand to acquire and use information			
			Who recommends information	Specificity to child and family			
5	Cunningham (2014)	Modeling the Mental Health Practice Change Preferences of Educators: A Discrete-Choice Conjoint Experimen ^[28]	Contextual and social attributes	Content attributes			
			Practice change process attributes				
6	Herman (2016)	Patient Preferences of a Low-Income Hispanic Population for Mental Health Services in Primary Care ^[33]	Location of behavioral health treatment	Other behavioral health-related services offered			
			Language/culture	Screening for behavioral health issues			
			Appointment for behavioral health referral	Treatment follow up			
			Treatment preference	Family involvement			
7	Cunningham CE (2013)	Modeling Mental Health Information Preferences During the Early Adult Years: A Discrete Choice Conjoint Experiment ^[34]	Information content	Recommendation (by)			
			Acquisition process	Level of anonymity			
			Outcome	Time demand			
			Self-assessment	Information format			
			Help locating services	Advertising channel			
			Self-help skills	Information utilization support			
			Source of supporting evidence	Informed and confident			
			I reatment information	Symptom reduction			
			Internet social networking	Reduction in isolation			
8	I ownend	Establishing and quantifying the	Support	Planning care			
	(2002)	users for day hospital care: A pilot study using conjoint analysis ^[27]	Type of day hospital Staff availability	Information			

Table 1: Final studies from resource review

relatively new to the topic of mental healthcare and insurance.^[35] Most DCE studies identify attributes based on literature reviews and interviews.^[36] A review of the literature assisted us in developing and arranging the list of attributes and levels in this study. The results of Coast *et al.*'s^[37] research showed that interviewing is

useful to develop attributes. Interviewing experts and asking them indirect questions about attributes allows the experts to fully express their views and avoid bias about specific attributes of health insurance. The results of these interviews also help in accuracy and appropriate knowledge of the attributes.^[37] The results of the study

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Row	Attribute	Resources review	Interview	Final approval (Y/N)	Row	Attribute	Resource review	Interview	Final approval (Y/N)
1	Monthly premium	*	*	*	13	Place of receiving the service	*	*	*
2	Transportation services	*			14	Staff availability (based on place)	*		
3	How to care	*	*		15	Number of sessions per month	*	*	
4	How to provide service	*	*		16	Staff availability (based on time)	*		
5	Timing of providers	*			17	Cover outpatient costs	*		*
6	Therapeutic priority	*			18	Cover hospitalization costs	*	*	*
7	Pay subsidies for services	*	*		19	Cost of medicine	*	*	
8	Evaluating cost effectiveness	*			20	Online services	*		*
9	Service providers	*	*		21	Full coverage of diagnostic tests	*	*	
10	How to provide information to patient	*			22	Coverage of foreign drugs	*	*	
11	Screening for behavioral health cases	*			23	Service coverage must have a limitation	*		*
12	Coverage of consulting services	*	*						

Table 2: Attributes extracted from resource	e review and	interview with	experts and f	final attributes
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Table 3: Extracted attributes	s for mental	health	services	insurance
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Row	Attributes	Level 1	Level 2	Level 3	Level 4
1	Inpatient service coverage	30%	70%	90%	-
2	Outpatient service coverage	30%	70%	90%	-
3	Place of receiving the service	Public sector	All providers	-	-
4	The use of online services	Yes	No	-	-
5	Services have a limitation	Yes	No	-	-
6	Monthly premium	40 th thousand Tomans	80 th thousand Tomans	120 th thousand Tomans	200 th thousand Tomans

of Hall *et al.*,^[38] the study of Ryan *et al.*^[15] and the study of Karyani *et al.*^[39] showed that the interviews and opinions of experts were appropriate for extracting the attributes and levels of efficiency. In this study, to complete the initial list, interviews with experts and a review of literature were used, and then, using the expert's expertise, the attributes and levels of mental health insurance were weighed.

In Iran, many costs are related to expensive services, and patients are forced to pay for their treatment out-of-pocket.^[40] Managers and decision-makers of health services face difficult decisions to allocate cash and credit and must choose the most effective option between several treatment priorities and interventions. Furthermore, the priority of treatment should be addressed, so that it should be able to attract the public attention to itself.^[32]

Experts believed that due to the high cost of hospitalized mental health patients, as one of the most expensive services, appropriate coverage should be considered for these services. Given that in Iran there is a significant relationship between inpatient care and increased OOP payments, it is necessary to pay attention to this issue.^[41] Since services are provided in both the public and private sectors, there is a difference in the quality of service delivery between the two sectors.^[39,42] According to expert opinions, services in mental healthcare are provided by both the public sector and a combination of the private and public sectors, the public sector, and all providers (public sector and a combination of private and public sector) were considered to provide services.

In a study in Thailand, Kuwawenaruwa *et al.* considered outpatient care costs, inpatient care costs, cost lost per day of hospitalization, health insurance premiums, and long-term care costs as health insurance attributes.^[43] In a study conducted in Ethiopia, the important attributes of health insurance were: coverage of inpatient services, type of provider, coverage of outpatient services, and coverage of drug costs.^[44] The study of Van den Berg *et al.*^[45] on the quality of customer services as attributes of health insurance. Also, the results of the current research showed that the percentage of covering the costs of mental health patients is important.

The experts in this study believed that hospital admission is one of the costly services that require mental health insurance coverage. Evidence from Kavosi *et al.* and Karyan *et al.* studies reported the association between inpatient care and high OOP and catastrophic expenditures.^[39,41]

The results of Kuwawenaruwa study^[43] showed that outpatient expenses are one of the attributes of health

insurance. Our study also found this attribute for mental illnesses in Iran. The limited insurance coverage of outpatient services was identified as the weakness of the current Iranian insurance system. Therefore, people who use these services will have to pay high OOP costs. A previous study in Iran also showed the catastrophic health costs of inpatient care services for mental patients.^[41] The evidence on the coverage of these services indicates that the appropriate coverage can have a significant effect on the choice of health insurance and the search for services needed by the insured.^[46]

Herman's study showed that the place of service affects people's attitude towards the use of medical services.^[33] The results of the studies by Nieboer et al.,^[31] Becker et al.,^[29] Townend et al.^[27] showed that it is very important by which organizations or by who the healthcare is provided. It is believed that the private sector provides better services. More comprehensive insurance coverage in the private sector can lead many people to choose this type of insurance. Meanwhile, some evidence suggests that admission to private hospitals increases the probability of catastrophic costs.^[47] Therefore, our study considered public and public-private inpatient care coverage as separate attributes. People's preferences regarding private services can be considered as their perception of service quality. The results of the interviews with mental health professionals were also indicative of this fact.

The results of the studies of Nieboer *et al.*,^[31]Defechereux *et al*.^[32] showed that the amount of financial participation in paying the treatment costs of mental health patients is an important factor in determining the choice of insurance.

Defechereux *et al.*^[32] through a multicriteria decision analysis demonstrated that setting the service ceiling and payment for services are important attributes in choosing insurance. The results of the interviews with mental health professionals were also indicative of this fact.

Evidence from studies^[29,30] showed that access to the Internet has a positive effect on gaining knowledge about mental disease, increasing patient information, better access to mental health services, and improving the health of society and the people who use it.

Living with a person with a mental illness drastically reduces their quality of life, so the Willingness To Pay (WTP) for a mental disorder and the Willingness To Accept (WTA) is expected to be high in patients with the illness and their companions.^[47] Therefore, organizing the treatment of the mentally ill in order to improve the quality of clinical and therapeutic services for these patients is one of the requirements of health development. Insurers can also solve many mental health problems by determining the appropriate premium.^[43]

Limitations and recommendation

Due to the fact that the interviews and data collection took place at the peak of the coronavirus pandemic in Iran, we faced many problems. Thus, more than half of the interviews were conducted virtual using Internet services.

Also, considering that limited studies have been conducted in Iran and even in the world respecting the development of attributes and their corresponding levels in mental disorders using DCE, it is recommended that future studies be conducted with similar methods for each mental disease.

Conclusion

The findings of this study show that the way of providing services, insurance benefits package and premiums are the most important attributes for mental health services that should be included in the design of packages related to the final attributes for the insured. To improve mental health and promote mental health insurance, insurers and policymakers must tailor their mental health service benefit packages and premiums to people's ability to pay and inflation.

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Conflicts of interest

There are no conflicts of interest.

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