National Alliance

MISSION
Driving innovation, health and value for organizations and communities across the country

VISION
To be a recognized force in leading constructive and collaborative change that enables higher value in the healthcare marketplace

VALUES
We will consistently act in the collective best interest of purchasers and coalition members while being candid, transparent and, at times, disruptive in our efforts to improve health and healthcare across America

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Message from President & CEO

We are living in a period like no other in our lifetime and potentially our history. Recent upheavals have galvanized our communities, nation and world. The resulting challenges and changes of our lives and culture is shaping a new reality — a “new normal.” This is not the time to pull back from our efforts, but rather to adjust our path to consider this reality and take advantage of the opportunities at hand.

The National Alliance — including all our regional coalition members, advisors and partners — has never been more important to the lives and fortunes of our people or the prosperity and sustainability of our organizations and communities. This is evidenced by our efforts to:

- Support employers and other purchasers as they navigate the challenges of the pandemic, anticipate issues before they become mainstream, and serve as a trusted source of information and insights.
- Deliver on the value agenda by standing up to and influencing a healthcare system that is increasingly calcified in its focus, sometimes at the expense of patients and purchasers.
- Tackle with a sense of urgency and leadership a perpetually and continuously deteriorating public health crisis in our mental health and substance use system.
- Give voice and lead open conversations on one of the most sensitive and critical issues of our time — systemic racism and its disparate and widespread impact on the health and equity of Black Americans.

We remain focused on our mission to drive innovation, health and value for organizations and communities across the country and are committed to collaboration to shape a “new normal” where we all thrive and the burdens and rewards of our collective efforts are more equitably realized. No other group is better positioned, nationally and regionally, to make an impact, to consistently and collectively advocate for healthcare purchasers, and to address the inter-woven complexities we face today.

Let’s act with hope, optimism and generosity of spirit as we navigate this journey together.

Michael Thompson
President & CEO
About National Alliance

The only nonprofit (501(c)6) purchaser-led organization in the country with a national and regional structure, the National Alliance and its members are a powerful force for change — representing private and public sector, nonprofit, and Taft-Hartley organizations, and more than 45 million Americans spending over $300 billion annually on healthcare.

The National Alliance provides diverse expertise and resources, serving as a leading voice in the employer community and representing its members on the national level. Through education, community collaboration, group purchasing, quality improvement initiatives, data analytics, and direct contracting programs, the National Alliance and its members organize the buying power of purchasers to promote and support safe, efficient, high-quality care.

In this changing environment, purchasers and coalitions can no longer afford to conduct business as usual. They are repositioning and empowering themselves and uniting to change the market. The National Alliance is advancing a thoughtful, collective agenda to help guide members and purchasers down a path that leverages best practices and identifies new opportunities aimed at reducing costs, eliminating inappropriate care, and improving health outcomes.

OUR DIFFERENTIATION:
- National/Regional Structure
- Distributed Change Agents
- Deep Knowledge of Healthcare Issues
- Unparalleled Collaboration
- Objectivity/Independence
NATIONAL ALLIANCE COMMUNITY

Board of Governors

National Purchaser Leadership Council

National Medical Director Council

Vendor Affiliate Members

Coalition Affinity Groups

National Initiative Advisory Groups

NATIONAL ALLIANCE OF HEALTHCARE PURCHASER COALITIONS | 5
Board of Governors

The Board of Governors is comprised of regional coalition and national healthcare leaders who govern the National Alliance. They set short- and long-term goals to further the objectives and mission of the organization. Members are committed to ensuring the National Alliance is effectively and properly run and accountable to those who hold an interest or stake.

Thank you to the outgoing board members for their leadership and time.

Cristie Upshaw Travis
CEO, Memphis Business Group on Health, outgoing Board Chair

Chris Syverson
CEO, Nevada Business Group on Health

Christopher Goff
CEO and General Counsel, Employers Health

Diane Hess
Executive Director, Central Penn Business Group on Health

Paul Fronstin
Director of the Health Research and Education Program, Employee Benefit Research Institute, outgoing External Member

EXECUTIVE COMMITTEE AND BOARD REPRESENTATIVES

CHAIR
Gaye Fortner
President & CEO
HealthCare 21 Business Coalition

VICE CHAIR
Randa Deaton
President and CEO
Kentuckiana Health Collaborative

SECRETARY/TREASURER
Robert Smith
Executive Director
Colorado Business Group on Health

Neil Goldfarb
President and CEO
Greater Philadelphia Business Coalition on Health

Cheryl Larson
President and CEO, Midwest Business Group on Health

Nancy Giunto
Executive Director, Washington Health Alliance

Peter Hayes
President and CEO, Healthcare Purchaser Alliance of Maine

Bret Jackson
President, The Economic Alliance for Michigan

Karen van Caulil
President and CEO, Florida Alliance for Healthcare Value

Jessica Brooks
CEO and Executive Director, Pittsburgh Business Group on Health

Gloria Sachdev
Executive Director, Employers’ Forum of Indiana

Chris Skisak
Executive Director, Houston Business Coalition on Health

EXTERNAL BOARD MEMBERS

Lauren Block
Program Director, National Governors Association

Leah Binder
President and CEO, The Leapfrog Group

Lynn Quincy
Director, Healthcare Value Hub, Altarum

Christa-Marie Singleton
Senior Medical Advisor, Centers for Disease Control and Prevention

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CEO, Memphis Business Group on Health, outgoing Board Chair

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Christopher Goff
CEO and General Counsel, Employers Health

Diane Hess
Executive Director, Central Penn Business Group on Health

Paul Fronstin
Director of the Health Research and Education Program, Employee Benefit Research Institute, outgoing External Member
National Alliance Staff and Key Advisors

Michael Thompson
President & CEO

Margaret Rehayem
Vice President

Maria Cornejo
Director of Operations

Karlene Lucas
Director of Development & Program Management

Alyssa Barilotti
Project, Technology & Member Relations Manager

Larry Boress
Membership Advisor

Colleen Bruce
Policy Advisor

Joe Checkley
Wellbeing Initiative Leader

Scott Conard, MD
Medical Director

Cary Conway
Public Relations & Communications Advisor

Susan Frank
Project Consultant

Jean Hanvik
Marketing Communications Advisor

Foong-Khwan Siew
Director of eValue8™

Juan Hidalgo
Project, Technology & Member Relations Manager
Meet our Members

National Alliance coalition members serve as leaders in their cities, counties, states and regions and are involved in education and networking, community collaboration, quality improvement, and public reporting efforts.

Recently, we have welcomed returning members and new members.

Primary Coalition Activities

SERVICES AND PROGRAMS

- Educational programs
- Transparency & public reporting
- Benchmarking
- Represent purchasers in multi-stakeholder forums
- Regional activities

GROUP PURCHASING

- PBM contracting
- Data warehousing
- Carrier contracting or negotiations
- Chronic disease management
- Wellness programs
LIST OF MEMBER ORGANIZATIONS

Alabama Employer Health Consortium
Michael Howard
President & CEO
Vestavia, AL
alemployerhealth.org

Central Penn Business Group on Health
Diane N. Hess
Executive Director
Lancaster, PA
cpbgh.org

The Alliance
Cheryl DeMars
President & CEO
Madison, WI
the-alliance.org

Colorado Business Group on Health
Robert Smith
Executive Director
Lakewood, CO
cbghealth.org

Business Health Care Group
Jeffrey Kluever
Executive Director
Waukesha, WI
bhcgwi.org

Connecticut Business Group on Health
Nancy Martone
President
Hartford, CT
ctbg.com

California Health Care Coalition/San Diego Purchaser’s Cooperative
Ken Stuart
Chairman of the Board
San Diego, CA
calhcc.org

DFW Business Group on Health
Marianne Fazen
Executive Director
Dallas, TX
dfwbgh.org

The Central Penn Business Group on Health hosts educational events to fit the needs of today’s employers and address the issues surrounding healthcare benefits offered to employees.
Employers Health member organizations learned from benefits professionals and their peers at more than 40 virtual and in person events in 2019.

Greater Philadelphia Business Coalition on Health
Neil Goldfarb
President and CEO
Philadelphia, PA
gpbch.org

Health Services Coalition
Stacie Sasso
Executive Director
Las Vegas, NV
vhscc.org

HealthCare 21 Business Coalition
Gaye Fortner
President & CEO
Knoxville, TN
hc21.org

Healthcare Purchaser Alliance of Maine
Peter Hayes
CEO/President
Topsham, ME
purchaseralliance.org

Houston Business Coalition on Health
Chris Skisak
Executive Director
Houston, TX
houstonbch.org

Kentuckiana Health Collaborative
Randa Deaton
President and CEO
Louisville, KY
KHCollaborative.org

Lehigh Valley Business Coalition on Healthcare
Carl Seitz
President
Bethlehem, PA
lvbch.com

Memphis Business Group on Health
Cristie Upshaw Travis
CEO
Memphis, TN
memphisbusinessgroup.org

Mid-America Coalition on Health Care
Troy Ross
President & CEO
Overland Park, KS
machc.org

MidAtlantic Business Group on Health
John Miller
Executive Director
Greenbelt, MD
mabgh.org

Midwest Business Group on Health
Cheryl Larson
President & CEO
Chicago, IL
mbgh.org
The Rhode Island Business Group on Health hosted an employer roundtable event on pharmacy cost control at the University of Rhode Island to identify current employer perspectives and attitudes on drug pricing, formulary decisions to help employers define overall value in developing their own pharmaceutical strategy.

The Washington Health Alliance's September meeting focused on primary care payment initiatives intended to increase payment for primary care services and increase primary care spending as a percentage of total health care spending.
Councils and Collaborators

National Health Leadership Council

Thought Leadership and Strategic Partnerships that Shape Future Directions

Membership in the National Health Leadership Council (NHLC) offers a unique forum to enable cooperation and exchange of ideas between key stakeholders to promote market change. Members include health plans, pharmaceutical and provider organizations, health and wellness suppliers, employer-focused groups, and accreditation and advocacy organizations.

NHLC membership offers an exclusive opportunity to:

► Engage with leaders of purchaser-led coalitions in high-level discussions of issues important to purchasers of healthcare services and products
► Network with large private and public purchasers that play a central role in both innovating and driving the supply chain to improve health and value
► Inform the National Alliance and its members of perspectives and insights of stakeholders on current industry trends, challenges and innovations in the marketplace
► Work with the National Alliance and its members to shape purchasing strategy and delivery system innovations, agendas and programs for national initiatives and structured roll-out across regional coalitions
► Participate in strategic partnerships with the National Alliance and its coalition members through activities including: eValue8™; research and education; Clinical Briefs and Action Briefs; national initiatives; webcasts; and Leadership Summits and Annual Forum on emerging issues and opportunities

NHLC MEMBERSHIP
The National Purchaser Leadership Council (NPLC) is a group of influential employers/purchasers who convene throughout the year to define healthcare priorities; identify issues and opportunities for managing supply chain challenges and value-based approaches; and support the direction and execution of national initiatives.

Comprised of organizations representing diverse private and public sector industries, NPLC has a history of active engagement and leadership with the National Alliance and its members and supports the growth of the coalition movement regionally and nationally.

NPLC MEMBERS

Mike Adams  
VP, Benefits & HR  
Systems, Dean Foods

Lisa Evans  
Senior Director  
of Living Well,  
Southwire

Larry Fagerhaug  
VP & Chief Human  
Resource Officer,  
Carson Tahoe Health

Tom Ferraro  
Assistant VP,  
MetLife

Laurie Lee  
Executive Director,  
Division of Benefits  
Administration, State  
of Tennessee

Demmy McBride  
Manager, Health &  
Welfare Benefits,  
Ford Motor Company

Janet McNichol  
Human Resource  
Director, American  
Speech Language-Hearing Association

Ginger Miller  
Health Promotion  
Manager, Utz  
Quality Foods

Rosa Novo  
Employee Benefits  
Director, Miami-Dade County Public Schools

Mary Romero-Hart  
Senior Manager  
Health, Benefits, &  
Employee Services,  
Sandia National Laboratories

Sherri Samuels-Fuerst  
VP Total Rewards,  
Sargento Foods
The Medical Director Advisory Council is comprised of clinicians who are medical directors from member coalitions and chief medical officers for leading purchasers. The Council supports the efforts of coalitions and other key stakeholders to address the latest science and discuss clinically related and timely topics relevant to healthcare benefits to help employers improve health and healthcare value.

The Council creates a channel for information dissemination to coalitions and their members around selected topics for collective investigation. Members can engage in collaborative research to enhance the value employers can derive from their investments in workforce health and wellbeing.

These clinicians also organize, lead and participate in the monthly Medical Director on Demand discussion forums.

COUNCIL MEMBERS

Jan Berger, MD, CEO
Health Intelligence Partners, Medical Director, Midwest Business Group on Health

Faiyaz Bhojani, MD
Global Health Lead & Regional Health Manager, Shell

Scott Conard, MD, DABFP, FAAFM
CEO, Converging Health, supporting CBGH, DFWBGH, and HPA of Maine (Council Chair)

Mark Cunningham-Hill, MB ChB (MD), FFOM, FACOEM
Medical Director, Northeast Business Group on Health

Charles Cutler, MD
President, Cutler Healthcare

Ray Fabius, MD
Co-founder and President, HealthNeXT

Ryan Jackson, MD, CEO
Wyoming Business Coalition on Health

Ron Kline, MD
Chief Medical Officer, US Office of Personnel Management

Mohannad (Ned) Kusti
MD, MPH, MRO, CPS/A Medical Director, Pittsburgh Business Group on Health, Pivot Onsite Innovations

Justin Moore, MD, FACP
Medical Director, Kansas Business Group on Health

Suresh K Mukherji, MD, MBA, FACR
Medical Director, The Economic Alliance of Michigan

Stan Schwartz, MD, FACP
CEO, WellOK, The Northeastern Oklahoma Business Coalition on Health

Bruce Sherman, MD
Consultant, National Alliance

Christa-Marie Singleton, MD
Senior Medical Advisor, Centers for Disease Control and Prevention
Affiliate Members

Established in 2018, the National Alliance Affiliate Member Program enables participation of for-profit health and wellbeing vendors to increase their visibility to purchasers across the country.

The proliferation of employee health and benefit solutions has led to employer vendor fatigue. The National Alliance helps ease the pressure by featuring the healthcare products and services of trusted vendors whose solutions are featured on the website, in a monthly newsletter, and an online directory. The resource includes summaries, videos and other ways to get to know a variety of vendors in one convenient spot.

In 2019, the National Alliance began hosting one-on-one podcasts with executive leaders from Affiliate Member organizations. These interviews are available on the National Alliance website and new conversations are added regularly.
Initiatives and Affinity Groups

National Alliance Initiatives

BRINGING ABOUT A VALUE-BASED MARKETPLACE

The National Alliance and its member coalitions play a major role in defining and helping bring about a value-based marketplace. Initiatives include programs and tools that promote greater transparency on cost and quality, educate and support employers, engage consumers, and promote alternative payment methodologies that reward and recognize value not volume.

As these efforts take hold, we’re engaging, challenging and influencing coalitions, purchasers and stakeholder partners to advance our value-based marketplace programs and strategies to drive better health, outcomes and value across the system.
Over the past decade, inadequate care for mental health and substance use has grown into a nationwide crisis, with rates of suicide and drug-related deaths at record levels. To address this, the National Alliance, alongside the American Psychiatric Association (APA), APA Foundation Center for Workplace Mental Health, The Bowman Family Foundation, and Meadows Mental Health Policy Institute developed a comprehensive initiative to address major challenges and barriers in mental health and substance use disorder access and outcomes.

The Path Forward for Mental Health and Substance Use includes the implementation of Five Priority Strategies over five years. This approach constitutes our nation’s best opportunity to positively transform behavioral healthcare at a population level to move us forward in improving access to effective detection and treatment.

**THE FIVE PRIORITY STRATEGIES:**

- **IMPROVED NETWORK** adequacy for behavioral health specialists
- **EXPANSION** of the Collaborative Care Model for delivering effective behavioral healthcare in primary care settings
- **IMPLEMENTATION** of measurement-based care to hold both behavioral health and primary care systems accountable for a more disciplined approach to effective care
- **SCALING** of tele-behavioral health and digital health innovations to broaden cost-effective access
- **EFFECTIVE COMPLIANCE** with mental health parity laws and regulations

COVID-19 continues to take an emotional and cognitive toll on Americans. The National Alliance is partnering with Total Brain, One Mind at Work, and the American Health Policy Institute to bring a standardized national mental health benchmark to business leaders nationwide. Learn more about the Mental Health Initiative.
As a key value-based care strategy, bundled payments are an alternative payment model that offers incentives to providers to increase coordination and efficiency of care while improving quality and outcomes at lower costs. The National Alliance is collaborating with multiple partners to help accelerate employer adoption of bundled payments across the country.

Member coalitions are working with purchasers to develop, implement and administrate episodes of care programs with multiple employers. Coalitions active in this effort include Connecticut Business Group on Health, Florida Alliance for Healthcare Value, and Houston Business Coalition on Health with other states such as Colorado, Pennsylvania and Tennessee also moving forward. To support these efforts, a toolkit is being developed that will provide materials to support the implementation process and educate on standards and carrier assessments.

VALUE AGENDA

- **Common episodes definitions** to align and focus care management and improvement efforts
- **Quality & appropriateness of care** to ensure and promote the right care at the right place for the right patient
- **Double-sided risk** alignment to incentivize a shared commitment to success and patient-centered value
- **Warranted performance** to provide accountability for high performance and outcomes
- **Relevance for purchasers, patients & providers** to enable substantive and sustainable benefits for all stakeholders

Learn more about the Episodes of Care Initiative.

Over the last few decades primary care has suffered due to misalignment in how primary care practices are paid, lack of care coordination, and access issues. Essential to helping people stay healthy and manage chronic conditions, this has compromised the ability of the provider to treat the whole person rather than just the presenting condition.

To better understand which practices and strategies drive superior value to improve outcomes and mitigate costs within a primary care practice, the National Alliance released a comprehensive eValue8™ assessment for employers and other plan sponsors.

To further assist employers in understanding advanced primary care so as to optimize and improve the delivery of care to their employees, an advanced primary care companion infographic was developed.

When properly structured and reimbursed, advanced primary care is critical to lowering healthcare costs and improving health. The National Alliance has identified seven attributes of advanced primary care:

- Enhanced access for patients
- More time with patients
- Realigned payment methods
- Organizational & infrastructure backbone
- Behavioral health integration
- Disciplined focus on health improvement
- Referral management

In July, the National Alliance announced a partnership with the American Academy of Family Physicians (AAFP) to work with coalitions and employers to address sustainability and effectiveness of primary care.
The National Alliance continues efforts to bring together coalition members and healthcare stakeholders to address the opioid epidemic issues and challenges employers face. This initiative helps demonstrate the impact of opioid use on employers and employees and includes interventions — including healthcare and community partnerships — to prevent and treat opioid misuse.

A number of coalitions have focused efforts underway. Kentuckiana Health Collaborative (KHC) expanded their “Opioids and the Workplace: An Employer Toolkit for Supporting Prevention, Treatment, and Recovery.” KHC hosts a series of virtual events that explore evidence-based treatment, role of key stakeholders, context of pain reliever misuse in the workforce, employer-sponsored insurance benchmarking, and resources for employers. The Midwest Business Group on Health recently added resources to its employer toolkit to encourage opioid alternatives for postoperative pain management, and Business Health Care Group in Waukesha, WI created a toolkit to help employers raise awareness of the risks of opioids in the workplace.

Learn more about the Opioids Initiative.

The Oncology Initiative was developed to support the needs of coalitions and employers seeking strategies to support the patient journey continuum. A framework and recommendations have been developed for purchasers, health plans, and providers to collaborate on the delivery of high-value, patient-centered care.

As supporting material to the report, an infographic was developed to help employers/purchasers facilitate thoughtful conversations with plans and providers.

This fall the National Alliance is developing a series of educational modules to support employers in assessing and evaluating their current cancer care strategy through the lens of the patient journey. The modules are focused on: (1) prevention and preliminary diagnosis; (2) treatment, planning and care; and (3) survivorship, surveillance and back to work. Learnings will occur through employer roundtables and Action Briefs that highlight employer strategies and best practices.

Learn more about the Oncology Initiative.
The National Alliance is implementing a multi-faceted approach to engage healthcare stakeholders to address obesity as a serious condition with significant health and economic consequences. This is all done with a longer-term focus of producing meaningful impact in the health of our populations through education, policy, community health, and treatment.

The initiative is expanding to work with industry stakeholders to develop a comprehensive strategy to promote evidence-based practices to address obesity and its downstream impacts. And these efforts have taken on an even greater sense of urgency given the current pandemic. According to the World Obesity Federation, “obesity-related conditions seem to worsen the effect of COVID-19.”

Learn more about the Obesity Initiative.

Due to COVID-19, disparities in social determinants of health have been exacerbated by widespread disruptions to the health and economic conditions across US communities. Health equity issues and disparities magnified by the pandemic are a frequent area of discussion in public discourse.

The National Alliance recently announced a partnership with Sharecare to help employers develop data-driven strategies to positively impact the wellbeing of their employees and families and the broader communities in which they live, work and play. Sharecare’s blueprint for individual and community transformation is available to coalitions and employers to drive positive change at the local level.

These issues are also being addressed as part of the Employer Town Hall series to assist coalitions and purchasers in navigating the health of their organizations during the pandemic.

Learn more about the Wellbeing Initiative.

“The need has never been greater for all stakeholders to work together to address the root cause issues impacting health and wellbeing at the community level.”

—Michael Thompson, President and CEO, National Alliance
To drive collaboration to obtain better value and expand purchaser engagement in best practice strategies, the National Alliance is focused on a number of areas impacting the cost of drugs and the delivery of high-quality care. The key priorities for this initiative have been focused on drug efficacy and safety; formulary management and reduction of waste; the impact of hospital pricing practices; value-based contracting to align performance and adherence; sites of care; personalized medicine; and evaluation of conflicting practices across the system.

At the policy level, National Alliance is working with ERISA Industry Committee (ERIC), Pacific Business Group on Health, and Silicon Valley Employers Forum through the entity Employers’ Prescription for Affordable Drugs (EmployersRx) to focus on policy and legislation to support affordable prescription drug costs.

In April, the National Alliance released the report Employer Rx Value that reviewed existing models/frameworks for value and provided recommendations for employers along with areas ripe for industry change. An infographic is available on our website.

Over the last several months, the National Alliance has focused on its next eValue™ Deep Dive Module focused on the medical side of drug benefits which will highlight knowledge gaps and employer strategies that can drive improvements in formulary management and quality. Areas of focus include transparency in business arrangements; contracting; reducing waste; use of biosimilars and comprehensive utilization strategies; sites of care; data and benchmarking; and improving a patient’s experience. An infographic on preliminary findings is anticipated this fall and a full report will be released later this year.

Learn more about the Pharmacy & Medical Drugs Initiative.

Large employers enroll roughly half of the US population into sponsored health plans and are in a strong position to demand increased value from the healthcare system. This is hampered by lack of the right cost information to know what is really being paid for healthcare services.

In 2019, the National Hospital Price Transparency Study conducted by the RAND Corporation offered an unprecedented look into hospital prices relative to Medicare in 25 states. The analysis found what many already suspected — the prices we pay for healthcare vary tremendously and do not correlate to value.

As a result of this analysis, National Alliance member coalitions have continued efforts to drive employer participation and an expanded study is underway with results to be released later this year.

A Hospital Payment Strategies Action Brief was released earlier this year to assist employers in setting price and quality expectations. Additional education and resources are being disseminated at conferences and webinars across the country throughout 2020.

Action steps for employers:
- Understand price relative to the local market and benchmarked against Medicare
- Learn what “paying for value” means
- Pool purchasing power
- Demand reasonable pricing and alternative payment models
- Educate and involve employees.

Learn more about the Hospital Transparency Initiative.
STAR Captive Solutions helps small to mid-sized businesses take ownership of their healthcare supply chain with less risk to their business, offering the same opportunities of alternate financing that large employers have with less risk to their business.

As the initiative gains traction in 2020, we remain focused on:

- Developing value-based programs including direct contracting, reference-based pricing, and concierge services for patients
- Establishing stop-loss carrier relationships that value our cost saving programs and result in more competitive pricing
- Expanding our portfolio to include a level-funded program that is more accepting to employers with 5-100 employee lives
- Finding the right committed, supportive, innovative healthcare advisors who desire to break the status quo and deliver disruptive solutions to employers
- Growing the number of participating coalitions to expand to other markets

Led by the Employers’ Advanced Cooperative on Healthcare, STAR Captive Solutions is also supported by the Pittsburgh Business Group on Health, The Healthcare Purchaser Alliance of Maine, and the Kansas Business Group on Health.

S Stability in being a part of a larger risk group
T Transparency in data and costs to better manage their plan
A Accountability to other aligned employers to maximize value-based programs and maximize risk mitigation strategies
R Results of a well-managed group of employers include better benefits and lower costs

Learn more about STAR Captive.
Affinity Groups

Comprised of National Alliance staff and leaders from member coalitions, newly redefined Affinity Groups cover key areas affecting the current healthcare marketplace. These groups provide peer-to-peer learning opportunities through topic-specific forums, allowing members to gain up-to-date information and respond quickly to the ever-changing healthcare landscape.

Choosing Wisely®/Appropriate Use

Neil Goldfarb
Educates coalitions and employers and their employees on the Choosing Wisely Campaign and provides recommended actions to advance conversations between providers and consumers and the resulting care processes and outcomes.

Coalition Capacity Building

Larry Boress
Enables new coalition members to learn and share information on key topics and discovers key priorities for the coalitions along with best practice approaches.

Community Health

Shelley Duncan and Lauren Remspecher
Enables members to share information and lessons learned that influence health and culture in diverse communities.

Data Driven Strategy

Chris Skisak and Stephanie Clouser
Informs National Alliance members about data integration capabilities of peer members and shares technical and non-technical challenges and opportunities to support improved value-based population health management and/or to collectively influence other data management stakeholders (e.g., health plans, consultants).

eValue8™

John Miller and Foong-Khwan Siew
Provides a forum for National Alliance members who use eValue8 to discuss issues, opportunities and lessons learned to influence improved health plan performance.

Four types of assessments are supported by the tool: core, mental health, oncology and pharmacy benefits management. A new assessment is being developed for advanced primary care.

Health Policy

Bret Jackson and Colleen Bruce
Maintains a member-oriented federal healthcare policy agenda that supports, monitors and reports federal legislation and initiatives to advance value-based purchasing, improve general population health, and protect and strengthen the employer-based healthcare infrastructure.

Value-based Contracting

Emma Hoo and Kyle Monroe
Offers a discussion forum for National Alliance members who use, or are considering using, direct contracting with healthcare providers (e.g., hospitals and physicians) to promote value-based purchasing strategies and exchange information, news and ideas.
Supporting Coalitions, Employers and Employees during COVID-19

As the devastating impact to the global economy and health due to the coronavirus pandemic became evident, the National Alliance quickly developed a series of Employer Town Halls and resources for coalitions and employers. Areas of focus include the impact on mental health and wellbeing; the role social determinants of health play and the important role employers play in supporting employees where they live, work and play; understanding legislative issues such as the Families First and CARES acts; and COVID-19 testing resources. Access the library of available resources.

Race, Health & Equity

The importance of improving quality and achieving equitable care for all Americans has been heightened by the racial justice movement. In response, the National Alliance is facilitating a town hall series of listening sessions and conversations. Resources have also been compiled to aid in efforts to address racial injustice and pervasive social and structural inequities disproportionately burdening racial and ethnic minority groups. These are among efforts to examine how healthcare delivery is impacted by systemic racism and what needs to occur to improve trust, transparency and accountability. Access the growing library of resources.

Health Policy

The US healthcare system is simply not sustainable — and now more than ever due to the economic downturn — purchasers who provide coverage for more than 150 million Americans through employer-sponsored insurance must get better value for their investment.

The National Alliance collaborates with several stakeholders to leverage purchasing power of employers to influence public policies to improve health and healthcare value across the country. These efforts include letters to Congress to offer insight and recommendations around legislative issues; participating in collaborations including EmployersRx, Coalition Against Surprise Medical Billing, and The Path Forward for Mental Health and Substance Use; and the partnership with AAFP to change how advanced primary care is paid for and delivered.
Innovator Programs
The National Alliance recognizes that innovation is the lifeblood of driving health and value across the system. Through webinars, conferences and meetings, Leadership Summits, eValue8™ awards, and innovator showcases, the organization continues to identify innovators worthy of being brought to the attention of the coalitions and their employer members. Recently featured innovators include:

eValue8™ Innovator Awards
eValue8 was created by business coalitions and employers to measure and evaluate health plan and pharmacy benefit manager quality and performance. Health vendors are asked probing questions about how they manage critical processes that control costs; reduce and eliminate waste; ensure patient safety; close gaps in care; and improve health and healthcare. As part of the process, each year health plans are selected to receive the eValue8 Innovation Award in recognition for innovative work and measurable results. Cigna, Geisinger Health System, and Health Net, LLC were recognized for the 2019 awards.
Networking Education & News

The National Alliance helps coalitions and employers across the US find solutions to pressing employee health benefit issues. Keys events make possible research and collaboration with thought leaders and subject matter experts. Resulting forums, publications and webinars offer unique insights into healthcare topics on behalf of members and employers to bring balanced, timely, actionable ideas to the forefront. The goal is to contribute to solving the challenges employers face as they balance priorities to provide high-quality, more-affordable benefits for employees.

Leadership Summits
Due to the COVID-19 pandemic, the Leadership Summits 2020 held in June pivoted from an in-person event to a virtual conference. The themes for this year’s Summits centered around Mobilizing Collective Action, Total Person Health, and Achieving Value. The event set a new registration record for the Summits and the session videos are available on demand.

Annual Forum
The Annual Forum is the National Alliance’s flagship event and will be held November 9-10, 2020. While this meeting is usually in Washington, the event will now be virtual. The Forum covers relevant healthcare issues and strategies for employers around policy, payment and delivery reform, mental health, pharmacy value, opioids, economic recovery, and more. Learn more and register.

Annual All-member and NHLC Meetings
Held twice yearly, these meetings allow for coalitions and industry stakeholders to network and discuss critical identified topics.
2019 Employer/Purchaser Excellence Award

The Walt Disney Company and Brakebush Brothers

The Walt Disney Company and Brakebush Brothers, Inc. were honored with the 2019 Employer/Purchaser Excellence Award at the National Alliance Annual Forum last fall.

These organizations were celebrated for efforts to improve quality and efficiency of the healthcare delivery system, employee engagement — and ultimately health.

Walt Disney World in Orlando is the largest single site employer in the US and a member of the Florida Alliance for Healthcare Value.

“We are very proud of the work that has been done to advance the wellbeing and healthcare offerings for our workforce and in our community as a whole. Our partners Advent Health, Orlando Health, and Premise Health have been with us every step of the way and we could not have earned this award without them.”

— Bill Dinger, Director of Healthcare Innovation, The Walt Disney Company

Brakebush Brothers, Inc. is a privately owned and operated value-added processor of chicken products with processing facilities in Westfield, Wisconsin, Irving, Texas, Wells, Minnesota, and Mocksville, North Carolina. Brakebush is a member of The Alliance.

“The award shows that employers of all sizes and any location can make a positive impact in their fight against the rising costs of healthcare without government intervention or the need to pass those costs on to its employees. It is an honor to receive recognition for doing something that we felt was just the right thing to do to provide benefits that our employees need.”

— Dan Ludwig, Director of Benefits and Safety at Brakebush

2019 Member Leadership Award

The Employers’ Forum of Indiana (EFI) received the 2019 Member Award. This award is presented to a member who demonstrated leadership and commitment to health and healthcare value on behalf of members and their employees and community.

A key initiative commissioned and funded by EFI, the National Hospital Price Transparency Report 2.0 by RAND Corporation, gained national attention after its release in 2019. The extensive study, which included nearly 1,600 hospitals in 25 states, found the prices paid to hospitals for privately insured patients averaged 241% of what Medicare would have paid, with wide variation in prices among states. This effort engaged many National Alliance member coalitions and catalyzed meaningful community conversations across the nation.

Gloria Sachdev with Employers' Forum of Indiana receiving the 2019 Member Award
**Benchmarking**

**BENCHMARKING LEADS TO IMPROVED VALUE**

To gain an understanding of employer directions on timely healthcare issues from a benefits and policy perspective, we regularly conduct *Pulse of the Purchaser* surveys throughout the year.

Surveys were conducted in 2019 on employer views on health reform and this year polls have been taken to gauge what employers are doing to manage the COVID-19 pandemic, return to work strategies, and changes to benefit design.
HOT HEALTHCARE TOPICS:

PUBLICATIONS FOR PURCHASERS
National Alliance publications address issues offers insights on critical topics for employers/purchasers.

ACTION BRIEFS
Action Briefs examine topics such as cannabis products, biosimilars, hospital payment strategies, healthcare consumerism, mental health, and rheumatoid arthritis to help employers act to ensure benefits are keeping pace with the times. Access the library of Action Briefs in “Resources.”

CLINICAL BRIEFS
Clinical Briefs provide coalitions and employers with clinical information on uncommonly addressed health conditions, tests and new treatments in the market. The resource highlights why it’s important for employers to consider including these options as part of their overall healthcare strategy.

HEALTH POLICY IN TRANSIT: A PURCHASER VIEWPOINT
Health Policy in Transit offers viewpoints about what employers/purchasers need to know about health policy and how it affects decision making and programs. Topics recently covered include an update on mental health parity, hospital transparency insights, around hospital transparency, and the latest legislation for association health plans.

WHITE PAPERS
National Alliance white papers offer in-depth exploration and best practices on key topics such as wellbeing.

WEBINARS
Webinars provide easy access to essential learning opportunities. The timely and topical content helps coalitions and purchasers stay apprised of key healthcare issues and learn and share best practices. Speakers include coalition and healthcare thought leaders and seasoned corporate executives. Access the library of webinars in “Resources” on the website.
NATIONAL ALLIANCE IN THE NEWS

The National Alliance and its member coalitions serve as expert resources to the media to educate, offer commentary, and shine a light on the work of coalitions and the industry around efforts to improve health and healthcare in the US.