



WESTERN HEALTHCARE ALLIANCE



BUSINESS COMMUNITY PROGRAM ACCESS MEMBERSHIP

Helping you fill the gaps.





WESTERN HEALTHCARE ALLIANCE

Western Healthcare Alliance (WHA) began in 1989 when a small group of rural Colorado hospitals decided that there was power in numbers. Today, WHA is governed by over 30 hospitals and healthcare providers.

WHA offers collaborative business solutions through a family of member-owned companies and Corporate Partner programs. We negotiate volume discounts with our Corporate Partners based on our potential collective buying power.

Since its formation, WHA has saved members millions of dollars on goods and services.



Are you looking for a way to save money on things you already purchase?

WHA might be able to help!

Beginning in 2024, WHA is adding a new membership level to our structure. For only **\$500 per year**, this new level offers you discounts to a subset of services outside the healthcare realm.

Sign up online at wha1.org/business-community-application. Once you are set up and your invoice has been paid, we'll connect you to the appropriate contacts for the services you are interested in.

You can access these great discounts for only \$500 a year.

WHA In-house Services

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Pharmacy Benefit Administration

Take control of your prescription costs and save money with the CCA Rx program!



Navigating the Pharmacy Benefit Plan for your organization can be confusing and the large organizations in charge of these plans do it on purpose. We have a solution for you!

As an employer in your community, you face the daunting task of recruiting and retaining employees and employee benefits are a big portion of this task. They are a costly but important component of your organization. What if you could save money for not only your organization, but also your employees? The CCA can help with our new CCA Rx program!

HOW DO YOU QUALIFY TO PARTICIPATE?

If you are SELF-FUNDED and don't use UMR as your Third Party Administrator, you are eligible!

WHAT'S IN IT FOR YOU & YOUR EMPLOYEES?

NO COST to participate and it's a direct pass through from what you already own. Your employees have access to reduced price prescriptions.

- ▶ **Complete Control and Flexibility with Formulary Development and Management**
You control who fills your scripts and your physicians develop prescribing patterns appropriate for your area.
- ▶ **Ability to Customize Your Formulary to Meet Employee Needs**
This includes options for specialty and other high-cost drugs.
- ▶ **Access to 340B Pricing for Members when Appropriate**
- ▶ **Complete Transparency with Your Prescription Plan and Where the Money is Going**
- ▶ **Easy to Implement and Manage as the Program Aligns with Your Insurance Plan Renewal**
The CCA works with FairScript to manage the program and report back to you.
- ▶ **Added Employee Benefits per Individual Organization's Discretion**
Example: waived deductible, co-pays, and travel reimbursements, etc. for employees who utilize participating pharmacies.

To date, the CCA Rx has achieved almost a 50% savings for its members compared to previous PBM relationships. Additionally, the CCA Rx consistently provides a significantly higher rebate per script, while member (employee) costs per script are down.

Still not sure if the CCA Rx is right for you? Reach out today to learn more!

Tom Northey

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"I encourage WHA members to thoroughly consider the CCA Rx opportunity. We joined as part of the initial program and the results have far surpassed our expectations. The savings have allowed us to invest more in our employee benefits. The transparency of the program is simply refreshing. Highly recommended!"

- Konnie Martin, CEO, San Luis Valley Health

It's challenging to find quality, cost-effective training for your leaders, and often times staff may have to travel far for expensive classes while managing busy schedules.

WHA has been bringing leadership education to its members since 2007 and focuses on different areas geared toward **improving performance** and **motivating staff** to be the best they can be.

Perfect for newly appointed or existing managers, Leadership Academy courses focus on management, communication, and business skills.



A sampling of classes include:

► **Managing Conflict: Skillful Conversations to Build Trust**

Do you struggle to manage your frustration or avoid difficult conversations entirely? Do you know how to effectively reach a resolution when approaching a conflict? This course focuses on common challenges people have with communication like being assertive, speaking with clarity, managing emotions, reflective listening, and more.

► **Mind Matters: Managing Perceptions for Better Interactions**

Your subconscious holds the beliefs or programs that ultimately create the reality that you live every day. Do you look outside of yourself to explain what's wrong with your life? Would you like to increase your confidence, improve your communication, handle conflict, dispel anxious feelings, create rapport with others, understand and use body language, and overall, be more effective in your life? Learn how to view yourself from the outside in and use your perceptions to be a conscious leader.

► **Reality-Based Leadership Philosophy: Ditching the Drama & Turning Excuses into Results**

This program is founded through research which proved that a tremendous hit to any organization's bottom line is waste – more specifically, the emotional waste of drama. Emotional waste shows itself as resistance to change, entitlement mentalities, complaints about workload, over-dependence upon management, lack of nimbleness and adaptation, and using circumstances or the environment as excuses for missed goals. As with any waste, the best way to reduce that waste is through implementing great processes and engaging great people. This course provides leaders with the competencies necessary to change the mindsets of their teams, teach great mental processes that eliminate emotional waste of drama while ensuring top engagement and accountability.

Reach out today to learn more!

Bobbie Orchard

Marketing & Program

Development Director

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"Angelina did a great job and the class was just what I needed at the right time. Thank you!"

– Brian Heersink, IT Director, San Luis Valley Health

Learn more at wha1.org/wha-leadership-academy

Corporate Partners

WHA strives to partner with like-minded organizations who align with our member values.

Our Corporate Partners are carefully vetted by staff and members to ensure they offer top-notch customer service, considerable discounts, and more.

WHA negotiates discounts based on the potential volume of our membership.

Once WHA contracts with a Corporate Partner, WHA manages the overarching agreement to ensure the Corporate Partner delivers agreed upon discounts and service to members. WHA receives quarterly reports from the Corporate Partners and tracks the savings of each program for members.



EPC USA

Arctic Wolf Cyber SIEM Solutions
& Managed Security Awareness



Prairie Health Ventures

Group Purchasing Program



IMA Financial Group, Inc.

Employee Benefits,
Property & Casualty Insurance



Union Leasing

Fleet Leasing & Maintenance



WESTERN HEALTHCARE ALLIANCE

Managed Detection & Response

Arctic Wolf Managed Detection and Response (MDR) provides 24x7 monitoring of your networks, endpoints, and cloud environments **to help you detect, respond, and recover from modern cyber attacks.**

► Detect

Develop greater insight into your security posture with broad visibility, 24x7 monitoring, & advanced threat detection.

► Respond

Ensure threats are contained before they can do damage with managed investigation and guided response.

► Recover

Learn from incidents & make sure they don't happen again by implementing custom rules & workflows to harden your security posture against future attacks.

Managed Risk

Arctic Wolf Managed Risk enables you to **discover, assess, and harden your environment against digital risks** by contextualizing your attack surface coverage across your networks, endpoints, and cloud environments.

Managed prioritization and personalized protection is delivered by **your concierge security team**. The Concierge Security Team is a force multiplier to your existing security team. If you don't have a security team, you gain instant access to security professionals that are otherwise difficult, if not impossible to find. Your named **Concierge Security engineer works with you to prioritize vulnerabilities** discovered from networks, endpoints, and cloud environments.



Managed Security Awareness

Arctic Wolf Managed Security Awareness **prepares your employees to recognize and neutralize social engineering attacks and human error**—helping to end cyber risk at your organization.

► Engage

Train and prepare employees to stop social engineering attacks, like phishing.

► Measure

Identify employees that fall behind and determine which threat topics require reinforcement.

► Transform

Achieve a culture of security and strengthen cyber resilience.

Reach out today to see how EPC USA and Arctic Wolf can help you improve your security posture at a reasonable cost.

Tom Hinchsliff

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"Arctic Wolf went to work the week after we signed the agreement. In just a couple of weeks, they identified quite a few 'opportunities' for us to bolster our environment. We are already sleeping better knowing that they are our partner."

- Jennifer Riley, MHA, CEO, Memorial Regional Health

Prairie Health Ventures

Group Purchasing Program



Group purchasing organizations (GPO) combine the buying power of individual members through contracts or wholesaler agreements. WHA partners with Prairie Health Ventures (PHV), a Premier sponsored program, to put GPO control back in your hands. For 50 years, PHV has empowered healthcare organizations with the strength of their alliance and have now expanded beyond healthcare with their PHV Edge program for business.

Sharpen Your Buying Decisions with PHV Edge

PHV helps organizations reduce costs on products and services they use every day. PHV Edge gives you access to over 200+ suppliers in 75+ categories using competitive GPO contracts from their vast network of partners. They offer contracts in a variety of categories, including: administrative and HR, office and business supplies, technology, housekeeping, facilities, and dietary.

PHV national and local expertise helps your organization manage cost, improve your supply chain efficiency, and achieve your business goals. Regardless of your industry, PHV believes you shouldn't have to handle purchasing decisions alone.

PHV Edge provides buying power with GPO contracts in over 75 popular categories.



Office & Business Supplies



Dietary

Not available for entities where foodservice is the sole business.



Technology & Telecommunication



Facilities



Housekeeping



Administrative & HR

A group purchasing organization is a network of organizations that use the combined purchasing power of its members to drive down costs on the things that help them run. By joining a GPO, a business can access discounts on products, services, and supplies that it uses every day.

GPOs are often leveraged in the healthcare industry, where supplies are needed in large quantities and need to be restocked frequently. However, many organizations can benefit from GPO membership, because PHV's portfolio includes all things businesses need such as administrative, facilities, office supplies, technology, and more.

About Prairie Health Ventures

Since the 1970's, Prairie Health Ventures has sought to help smaller, more remote hospitals and healthcare organizations remain independent. Now an alliance of over 50 hospitals and 600+ affiliates, PHV is focused on creating a customizable portfolio of services to help members progress, even as the industry changes.

Reach out today to learn more & see how much money you can save!

Therese Caliendo

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PREMIER

CERTIFIED SPONSOR

A nationally recognized, independent & associate-owned brokerage firm driven by client service.

IMA Financial Group, Inc. (IMA) offers a full range of services, including **commercial insurance, risk management, employee benefits, surety, and personal insurance**. Annually, they manage over \$575 million in premium and rank in the top 50 largest independent risk management and insurance brokerage firms in the United States.

Under the WHA contract, members have access to Employee Benefit Solutions & Property & Casualty Insurance.

Employee Benefit Solutions

IMA understands how overwhelming it can be to manage employee benefits in your organization. With so many choices, how do you select a company that best suits your needs? **Look no further, IMA can help!**

- ▶ Vendor Management
- ▶ Employee Advocacy
- ▶ Wellness Consulting
- ▶ Compliance Management
- ▶ Financial/Analytic Studies
- ▶ Communication Services

Property and Casualty Insurance

IMA knows how overwhelming managing Property and Casualty insurance needs can be for members. Finding the right coverage for your unique needs can be challenging.

- ▶ Tailored client programs consistent with risk tolerance, in obtaining the best coverage at the lowest cost.
- ▶ Provide a full menu of loss control services, from client education to development and refinement of client safety programs and coordination of insurer provided services.
- ▶ Team of claims professionals to help clients achieve superior outcomes through pro-active claims advocacy and claims management.
- ▶ Specialists provide Program Analysis, Experience Mod Evaluation, Loss Projection Analysis, and Light Duty/Return to Work Program design assistance.

Reach out today to see how IMA
can help with your needs.

Jim Chesemore

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IMA is committed to developing a thorough understanding of your objectives, exposures to risk, and communicate alternatives to you in a continuously changing insurance and risk marketplace. Their service team is skilled in assessing and developing risk management and insurance programs, handling day-to-day program needs, and consulting services for the spectrum of risk transfer and human capital management needs.

Easing the stress of fleet management, while saving you money.

Union Leasing offers industry-leading technology, a wide variety of innovative products, and years of experience and industry expertise. **But what really sets them apart is the high-touch, individualized personal service they provide each client.** At Union Leasing, you know the person on the other end of the phone, and that person knows your business. And they know how to take care of your most urgent challenges, complex decisions, and long-term planning so your fleet will run more efficiently and effectively.

Union Leasing's personal service, care, and expertise allow you to rest easy, knowing that everything will be done right, your concerns are addressed, and you'll have more time to focus on taking care of your patients. **And they can save you money!**

Benefits for WHA members include:

- ▶ Reduced Costs
- ▶ Access to Newer Vehicles
- ▶ Flexibility
- ▶ Reduced Admin Burden

Leasing vs. Ownership

Does leasing make sense for your organization? It's an important decision and can be complicated. Union Leasing's experts can walk you through all the variables to consider so you can balance the benefits of both ownership and leasing to **ensure you can make the right decision for your organization.** If leasing is right for you, Union Leasing will help you maximize the benefits.



Union Leasing also offers add-on services to take even more off your busy plate:

Fuel Management
Program

Maintenance & Emergency
Roadside Assistance Programs

Titles, Tags, and
Tax Management

Reach out today to see how
Union Leasing can help you
manage your fleet!

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"Union Leasing has been a valuable partner in assisting Family Health West in the procurement and management of our fleet of vehicles. They have consistently provided us with excellent customer service and delivered solutions for our unique needs. We value our relationship with Union Leasing and look forward to continued collaboration."

- William Cummins, Associate Vice President
Business Development & Rehabilitation, Family Health West



A-1 COLLECTION AGENCY

Debt Collections

Unpaid bills can be a big headache and negatively impact your bottom line.

Is your company understaffed, with limited time to manage your account receivables? Collecting payments can be a daunting task. You need A-1 Collection Agency (A-1) to help you turn past-due accounts into revenue using a people-friendly approach.

You do not have to be a WHA member to take advantage of A-1 debt collection services.

Throughout the collection process, A-1 focuses on putting people first, both you and your consumers.

A-1 treats everyone with the utmost respect and compassion to ensure your reputation is constantly maintained. By being transparent to both you and your consumers, A-1 can significantly decrease the time it takes to collect an account.

A-1's knowledgeable collectors are extensively trained, certified in FDCPA and Professional Telephone Techniques, and comply with Fair Credit Reporting Guidelines. They have superior knowledge of state and federal collection laws and regulations. Current best practices are top of mind for A-1 and are constantly maintained to help you improve your financial performance. For non-compliant accounts, A-1's in-house legal team works on your behalf to quickly bring legal action to qualifying accounts that are defined by your mission, vision, and financial policies.

A-1 Collection Agency is a subsidiary of Healthcare Management, an organization that is owned and governed by 20 rural hospitals and healthcare organizations in Colorado and Utah and provides services to over 250 customers.

Who We Serve

- ▶ Small, Medium, & Large Businesses
- ▶ Government
- ▶ Landlord & Property Management
- ▶ Utilities
- ▶ Communications
- ▶ Commercial/Business-to-business

Who We Are

- ▶ Professionally Accredited
- ▶ Highly Trained
- ▶ In-house Legal Counsel
- ▶ 30 Years' Experience
- ▶ 2021 InsideARM Best Places to Work
- ▶ Leading-edge Collection Technologies

Visit us online at [A1CollectionAgency.com](https://www.A1CollectionAgency.com) or reach out today to learn more about how A-1 can help ease the stress of collections and improve your cash flow.

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Committed. Empathetic. Personalized.



**MEMBERS CAN SAVE
THOUSANDS OF
DOLLARS EACH YEAR!**



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