



WESTERN HEALTHCARE ALLIANCE



BUSINESS COMMUNITY PROGRAM ACCESS MEMBERSHIP

Helping you fill the gaps.



Who is **WHA**?

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.

Business Community Program Access Membership

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

WHA might be able to help!

For only **\$500 per year**, this membership level is available to non-healthcare businesses and offers discounts on services almost any business can use.

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.

MEMBERS SAVE THOUSANDS OF DOLLARS EACH YEAR!

Available Services

WHA

Leadership Education

EPC USA/Arctic Wolf

Cyber SIEM Solutions & Managed Security Awareness

HBA Trust Administrators

Benefits & Insurance Solutions

IMA Financial Group, Inc.

Employee Benefits, Property & Casualty Insurance

Prairie Health Ventures

Group Purchasing Program

**Visit us online to learn more at wha1.org or contact
Bobbie Orchard at bobbie.orchard@wha1.org or 970-683-5223.**





Leadership Academy

Cost-effective, High-quality Education

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.

**"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



Cyber SIEM & Managed Security Awareness Solutions

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.

Employee Benefits, Property & Casualty Products, Retirement Services

WHA partners with HBA Trust (HBA) to bring members a solution that can assist with better plan designs, lower costs, and rate stability. The strength and scale of HBA creates opportunities for your organization to balance risk, control expenses, and increase purchasing power.

Custom Employee Benefit Programs Enhanced for WHA Members

- ▶ Group Life Insurance
- ▶ Short & Long Term Disability
- ▶ Dental Insurance
- ▶ Prescription Drug Coverage
- ▶ Medical Stop-loss
- ▶ Vision Care
- ▶ Executive Benefits
- ▶ Enrollment Communication
- ▶ Voluntary Products
- ▶ Absence Management Services

Additional Offerings:

Property & Casualty Expertise & Focus

Their experts across industries, products, and programs work closely with you to understand your specific risk exposures, develop customized insurance solutions, and provide proactive insight and support to enhance outcomes.

Helping you understand and mitigate risk!

Services

- ▶ Property & Casualty Insurance
- ▶ Workers Compensation
- ▶ Occupational Health & Safety
- ▶ Captives & Alternative Risk
- ▶ Complex Risk
- ▶ Actuarial

A Retirement Powerhouse

When it comes to setting up and managing retirement plans, doing "OK" isn't doing nearly enough.

Services Include

- ▶ Investment Analysis
- ▶ Fee Benchmarking & Negotiations
- ▶ Fiduciary Compliance
- ▶ Plan Design
- ▶ Participant Education and
- ▶ Financial Wellness
- ▶ Target Date Fund Consulting





Employee Benefits, Property & Casualty Insurance

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.

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.

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.

PHV has been a Certified Sponsor with Premier, Inc. since 2015. This designation indicates consistent and high-level commitment to affiliate and supplier engagement. In addition, it demonstrates the adoption of the best practices for running a prosperous affiliate program.



PREMIER

CERTIFIED SPONSOR

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

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.

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.

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

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



www.A1CollectionAgency.com

Committed. Empathetic. Personalized.



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



WESTERN HEALTHCARE ALLIANCE

Visit us online to learn more at wha1.org
or contact Bobbie Orchard at
bobbie.orchard@wha1.org or 970-683-5223.