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WELCOME TPA MEMBERS!



# Strategic Alliance Workshop

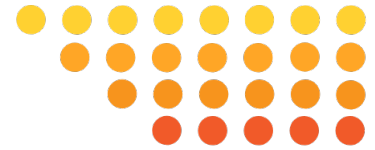
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JUNE 6, 2023



# STRATEGIC ALLIANCE WORKSHOP

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A **Strategic Alliance** is a cooperative relationship between two or more independent entities, often businesses, to achieve common goals while retaining their individual identities. The alliance is based on a mutually beneficial agreement that allows the parties to share resources, knowledge, technology, and expertise to improve their competitive advantage in the market.



# TODAY'S PANELISTS

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Nick Vizzoca, President, Center for Healthcare Solutions

Chad Hilliard, Vice President, Corporate Development

Valerie Carroll, Manager of Office Operations

# CENTER FOR HEALTHCARE SOLUTIONS

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- Data Analytics
- Lobbying Services
- Group Purchasing Platform
- Grant Writing & Development
- Broader Health & Human Services Network Access
- Annual Conference
- Other Meeting & Educational Opportunities

# CENTER FOR HEALTHCARE SOLUTIONS

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1. Government Relations and Affairs Consulting through a Registered Lobbyist.
2. Data Analytics on workforce, reimbursement, equity issues, access to care and other studies essential to business intelligence and advocacy efforts supporting the ID/A community and its network of services.
3. Access for all members to a national Group Purchasing Organization (GPO) that will provide goods and services to members at discount pricing through negotiation and procurement of purchasing contracts with through vendors and distributors.
4. Grant writing and development efforts that will access the donor networks and foundation community supporting ID/A research, innovation, and workforce development. A dedicated employee will provide these services to both associations.

# CENTER FOR HEALTHCARE SOLUTIONS

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5. Full access to a broader network of health and human services professionals and the business experts who support all segments of specialty care and integrated models capable of delivering care and services more efficiently.
6. Access to an expanded network of educational resources through business partners dedicated to health and human services.
7. An annual member conference to network and collaborate with colleagues and professionals; and educational events and seminars on topical issues provided on a regular basis.



2023-24

# TPA MEMBER DUES POLICY

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## Annual ID/A Revenue

## Membership Dues

\$50M or more

\$7,999

\$25M to \$50M

\$6,999

\$10M to \$25M

\$5,999

\$5M to \$10M

\$4,999

\$2M to \$5M

\$3,999

Less than \$2M

\$999

Associate Members

\$1,999



# DUES POLICY IMPLICATIONS

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## **Current CFHS Members Providing ID/A Services**

Current CFHS members will be billed by TPA. Invoices will be generated on June 15 with an effective date of July 1 and due on July 31. TPA will request that members complete an annual ID/A revenue questionnaire to determine the proper dues level to ensure accurate invoicing. CFHS will not bill members directly. CFHS members can expect the same level of involvement and participation with CFHS activities and meetings; however, these may now include additional members from both CFHS and TPA.

# DUES POLICY IMPLICATIONS

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## **Current Members of Both CFHS and TPA**

Current Members of both CFHS and TPA will be billed by TPA only in accordance with the dues policy. TPA will request that members complete an annual ID/A revenue questionnaire to determine the proper dues level to ensure accurate invoicing. CFHS will not bill members directly. CFHS members can expect the same level of involvement and participation with CFHS activities and meetings; however, these may now include additional members from both CFHS and TPA.

# DUES POLICY IMPLICATIONS

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## **Current Members of TPA Contributing Additional Funds for Lobbying**

Additional surcharges based on your pledges to financially support this effort will end immediately. We are extremely grateful to members who made donations and additional contributions, but these services will now be delivered and funded through the strategic alliance.

# DUES POLICY IMPLICATIONS

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## **Current Members of TPA**

Current Members of TPA will receive their annual invoices in the same manner as in prior years. Invoices will be generated on June 15 with an effective date of July 1 and due on July 31. Due to the changes in dues policy resulting from this strategic alliance, TPA will request that members complete an annual ID/A revenue questionnaire to determine the proper dues level to ensure accurate invoicing.

# DUES POLICY IMPLICATIONS

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## **Current Members of TPA**

Current Members of TPA will receive their annual invoices in the same manner as in prior years. Invoices will be generated on June 15 with an effective date of July 1 and due on July 31. Due to the changes in dues policy resulting from this strategic alliance, TPA will request that members complete an annual ID/A revenue questionnaire to determine the proper dues level to ensure accurate invoicing.

# DISCOUNT AND REFERRAL PROGRAM

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## **New Member Promotion/Current Member Referral**

As we promote membership to new organizations, we are offering a 25% discount in dues for new applicants through June 30, 2023 and a commensurate 25% referral program for existing members. 25% referral rebate for existing members will be based on the membership tier of the new member and payment of the referral fee will be processed when the new member remits payment.



# UPDATES

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- Latest Healthcare News
- GPO Rollout & New Partnerships
- Data Analytics
- Annual Showcase



# QUESTIONS & FEEDBACK

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THANK YOU!