

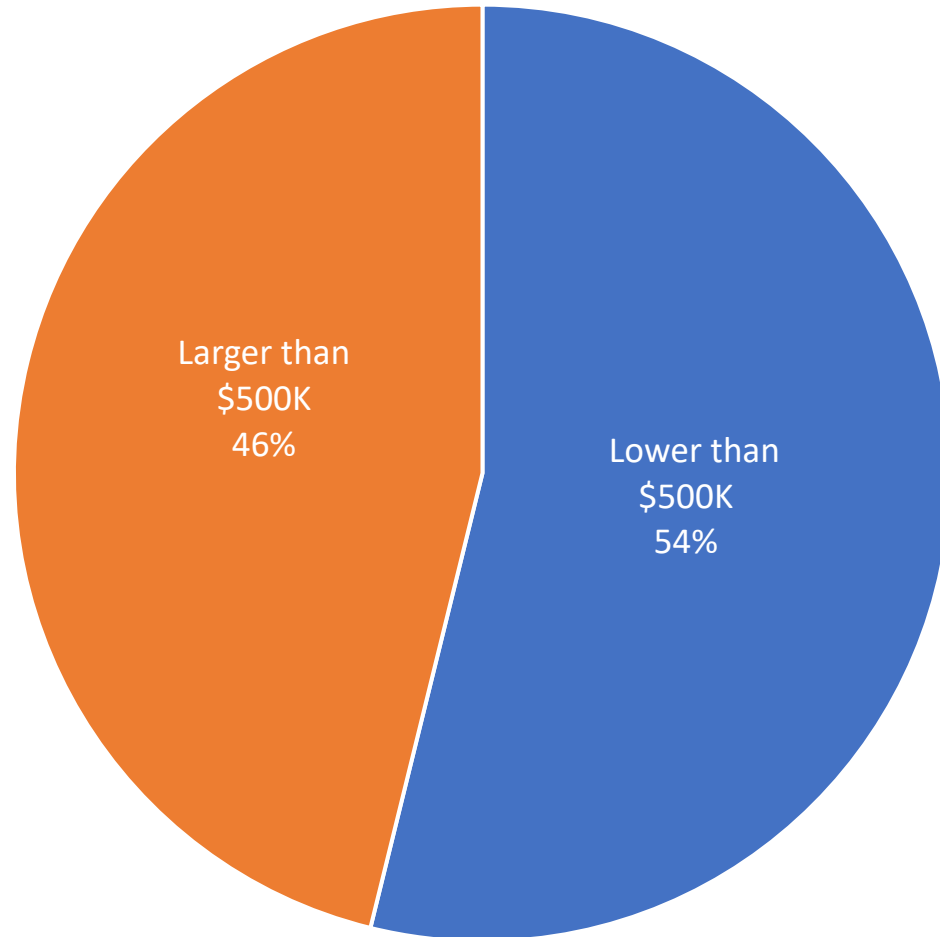
# Coalition Member Survey Results

*May 2022*

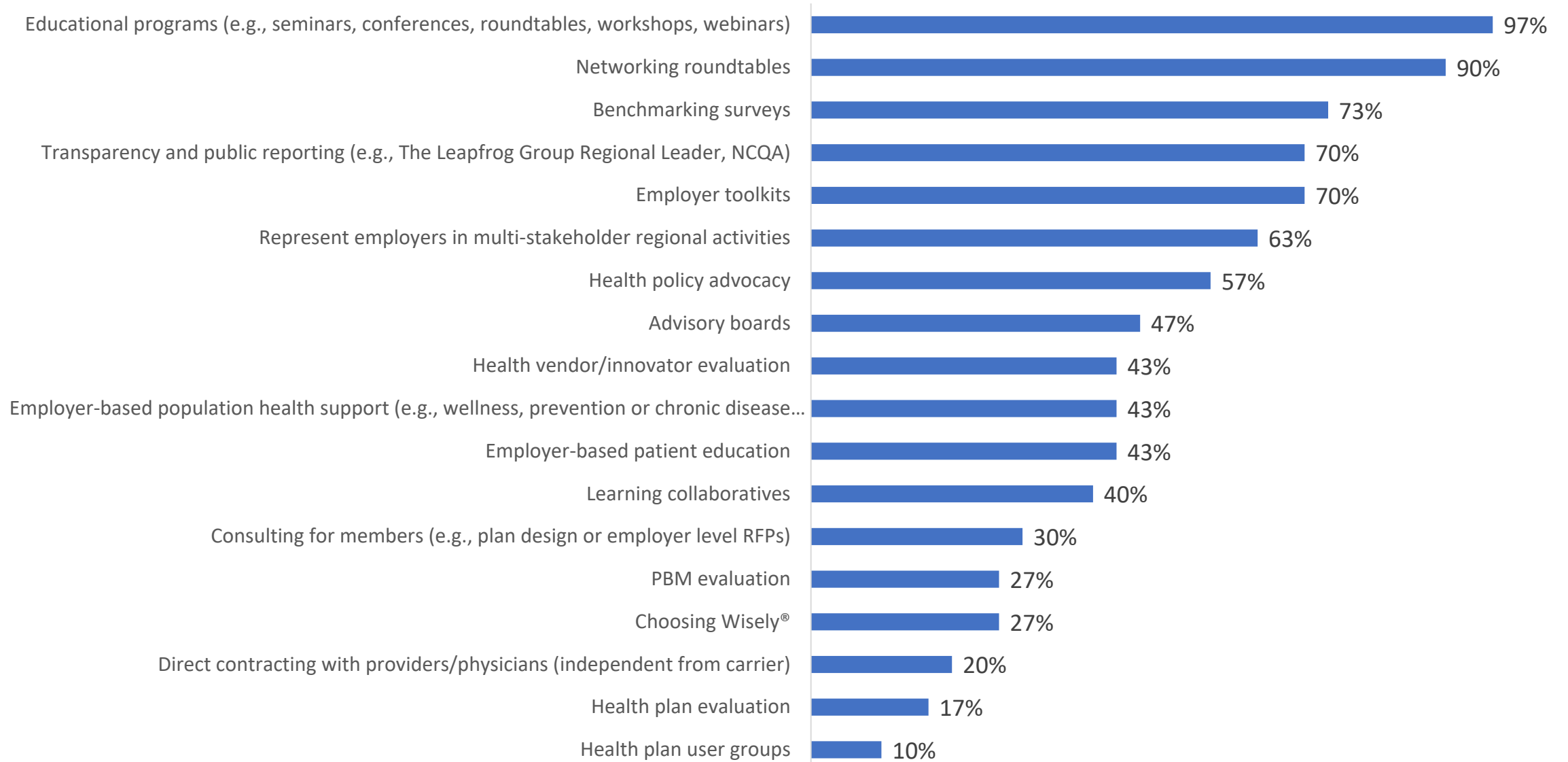
# High-Level Observations

- 34 Coalitions responded - 46% less than 500K and 54% over 500K
- At least 70% of Coalitions offer: educational programs, networking roundtables, benchmarking surveys, transparency and public reporting and employer toolkits
- 50% offer group purchasing services with the most common being PBM contracting
- Biggest challenges for Coalitions under \$500K/year include ability to leverage membership to influence market and insufficient staff while Coalition over \$500K/year indicate a lack of health plan and provider cooperation, coalition stability and competition from consultants as their biggest challenges
- Regional health plan largely reflect BUCAs, Kaiser and regional Blues – 66% have significant relationships with regional health systems
- Prescription & medical drugs, mental health, hospital evaluation were leading areas of focus in Delivery & Payment Reform – Leading areas of future focus include advanced primary care and high-cost claims
- Leading health-focused areas include mental health, diabetes, obesity, and high-value preventive care – leading areas of future focus include health equity, social determinants, and musculoskeletal
- Most valuable meetings hosted by National Alliance include Delivery & Payment Reform Strategy Group, Health Policy Strategy Group and National Purchaser Leadership Council
- Most valuable reports and publications include Action Briefs, infographics, special publications, benchmarking surveys
- Most valuable events include the Annual Forum, Leadership Summits and national webinars

# 34 Coalitions Responded



# Services/Programs Offered to Members

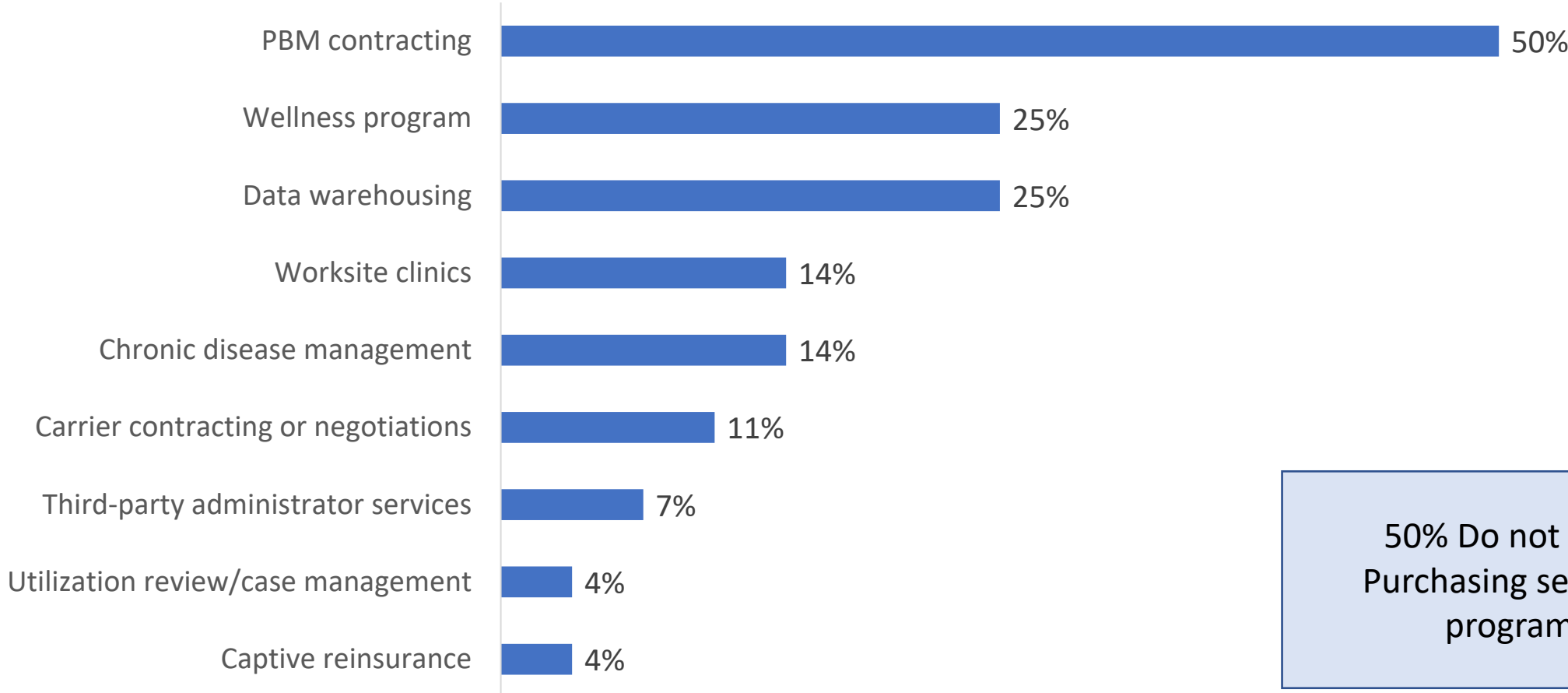


# Distribution of Revenue

## Percentage of total 2021 revenue

	Membership dues	Grants	Educational events	Group purchasing	PPP loan	Other	Total
With Significant Group Purchasing*	15	3	5.6	56.8	3	16.6	100
Without Significant Group Purchasing*	56.7	19.7	15.8	0.9	2.5	4.4	100
<b>All Coalitions</b>	<b>47.9</b>	<b>16.5</b>	<b>13.5</b>	<b>12.5</b>	<b>2.4</b>	<b>7.2</b>	<b>100</b>

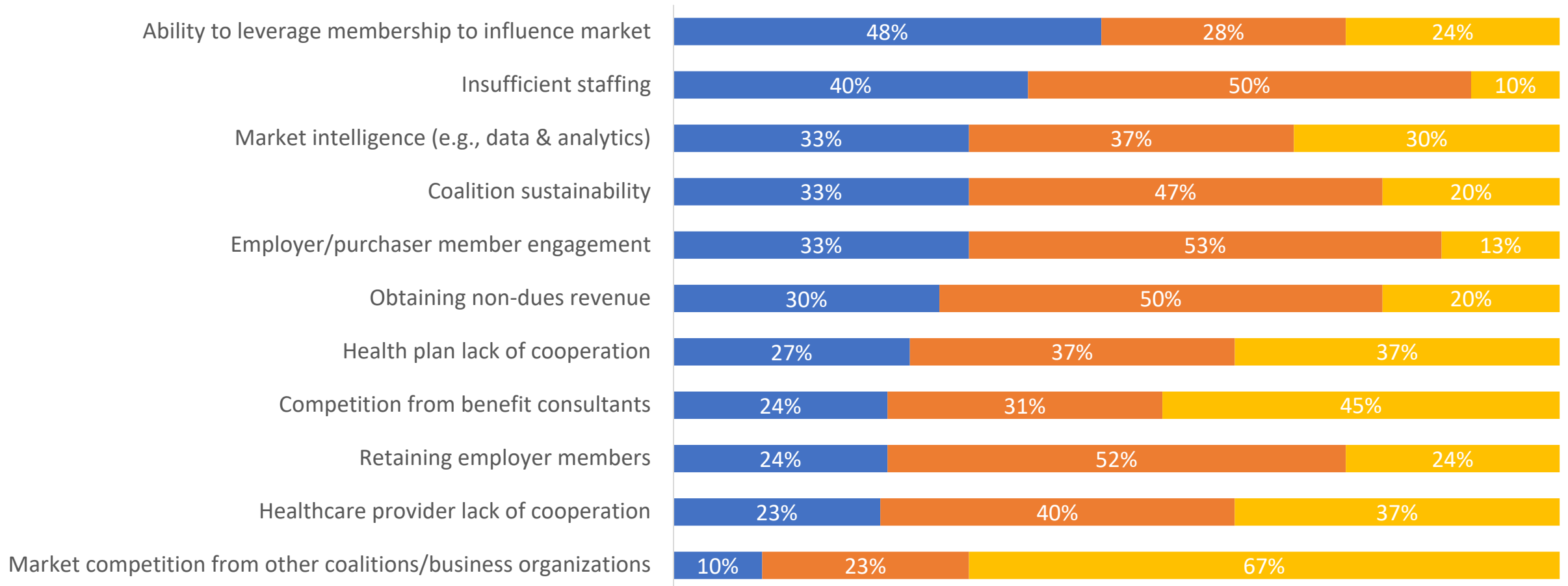
# Group Purchasing Services/Programs



50% Do not offer Purchasing services/ programs

# Areas of Major or Minor Challenge

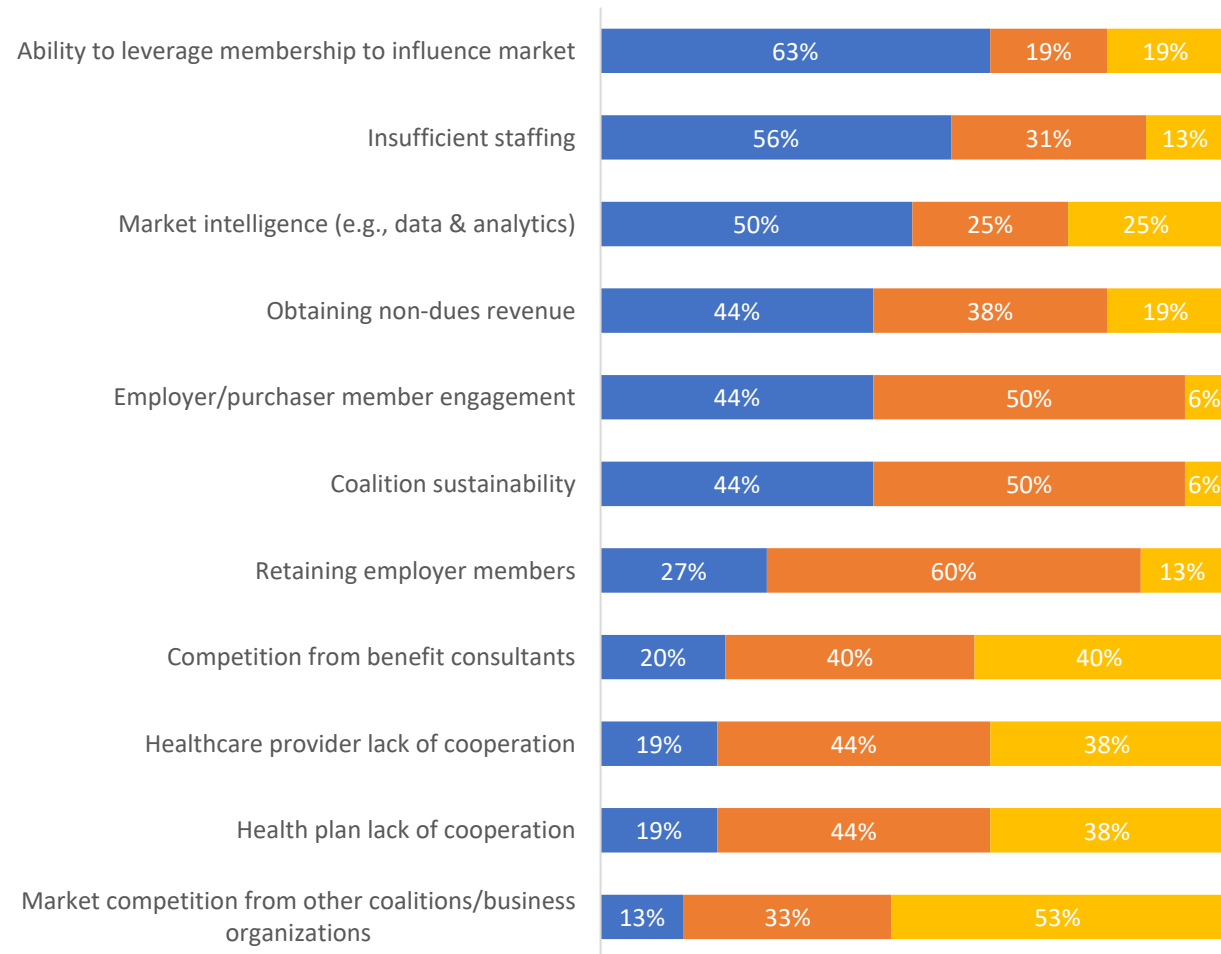
■ Major challenge ■ Minor challenge ■ Not a challenge



# Areas of Major or Minor Challenge

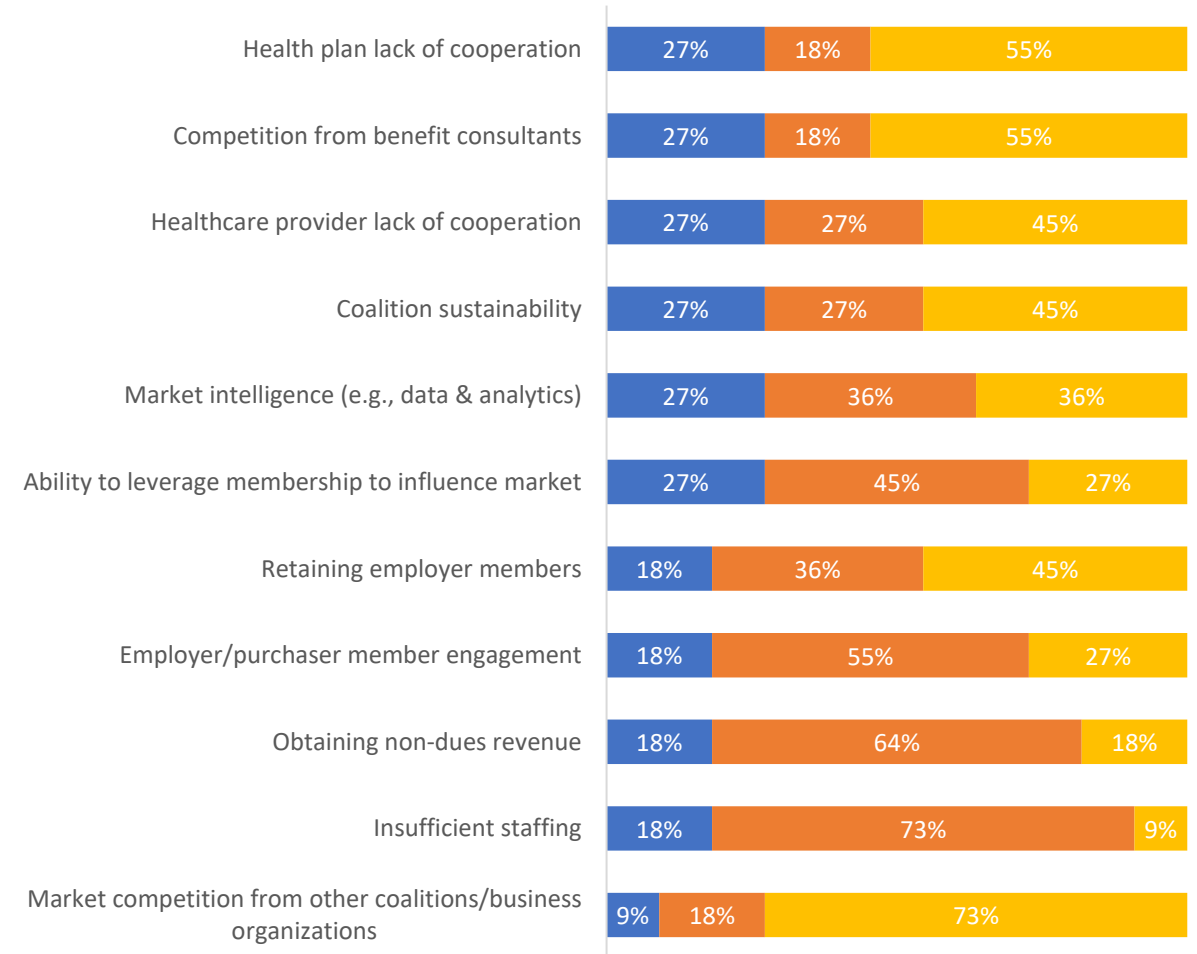
(Lower than 500K)

■ Major challenge ■ Minor challenge ■ Not a challenge



(Greater than 500K)

■ Major challenge ■ Minor challenge ■ Not a challenge





# What are Biggest Challenges (open comment)

## Membership

- Recruiting new members
- Retaining members – or expanding membership base
- Members in different markets/industries – lots of effort to keep engaged
- Engaging members so we can make changes
- Employers who are fully-insured – some could benefit to move to self-insured
- Continued programming for member attraction/retention

## Internal Issues

- Need high level staff who can lead complex projects
- Revenue generation
- Limited staff time due to low budget

## External issues

- Convincing employers that disruption is not a negative in healthcare transformation. Most seem content to continue to be part of the problem Vs drive action
- Leverage combined voices across US and regionally to drive change
- Purchaser voice is weak due to feeling loss of local control
- Strong reliance on brokers
- Challenge to directly involve business representatives in policy/cost discussions

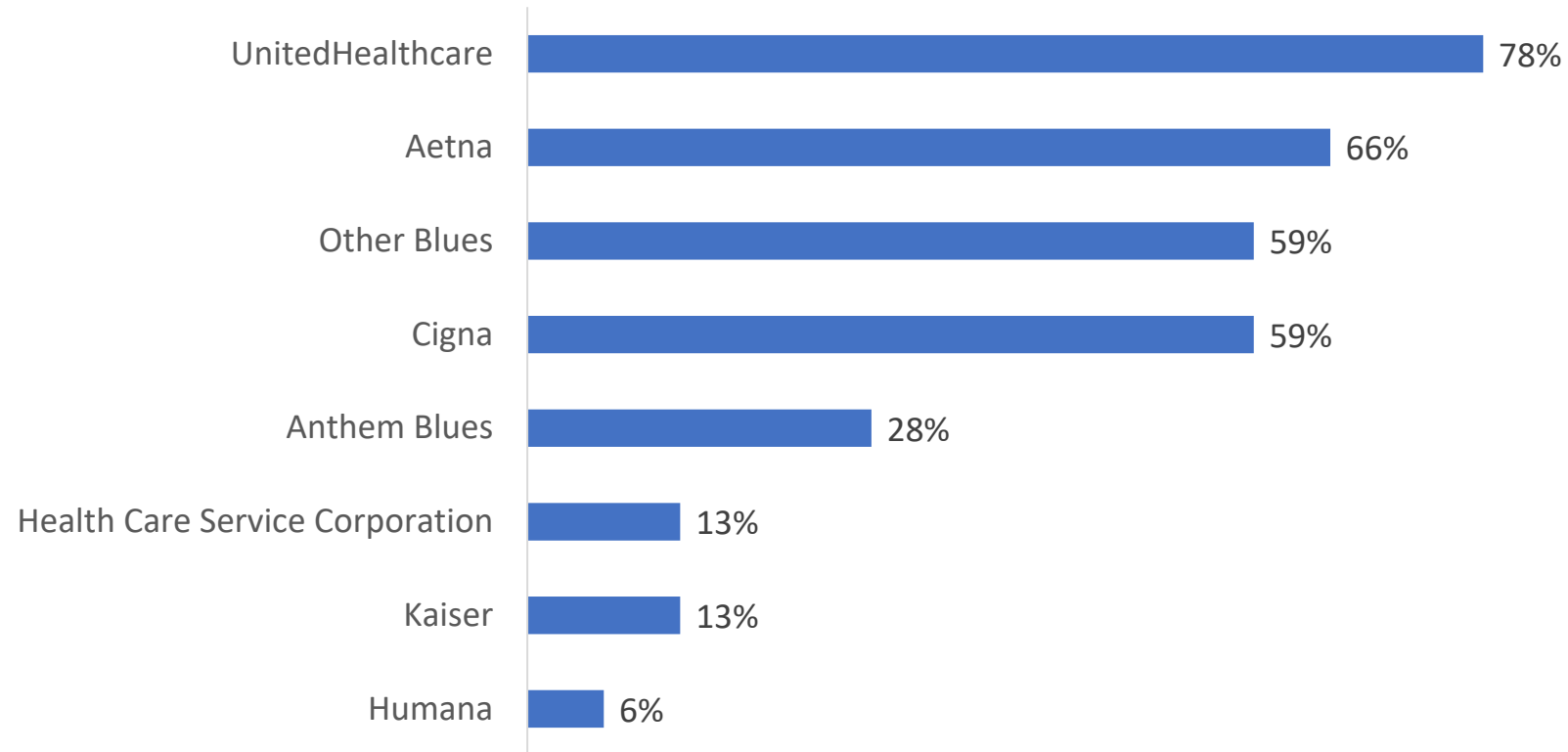
## Financial

- Revenue generation
- Funding is a challenge

## Type of Support Most Healthful

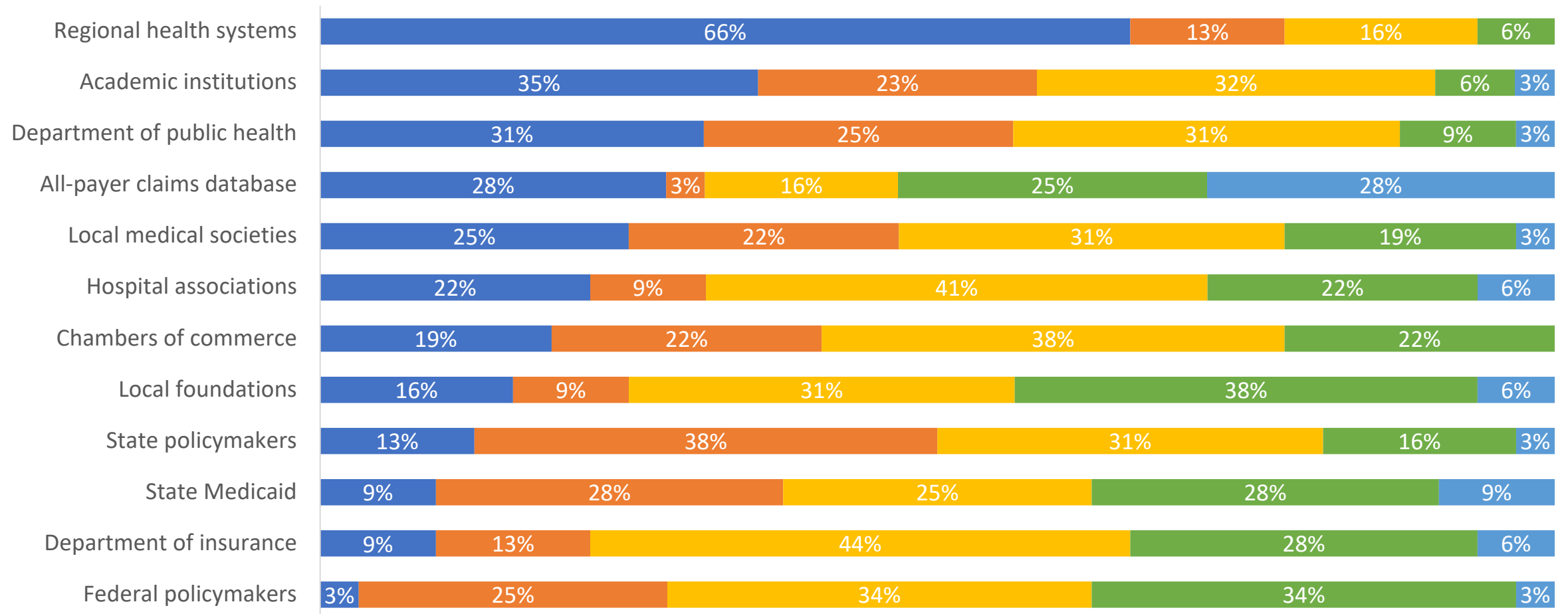
- Support with the new transparency tools
- Continue to disseminate Action Briefs and webinars
- Continue to educate on importance and benefits of self-funding and have resources available to assist staff in transition

# Major Commercial Carriers in Your Region



# Relationships with Other Healthcare Stakeholder Organizations

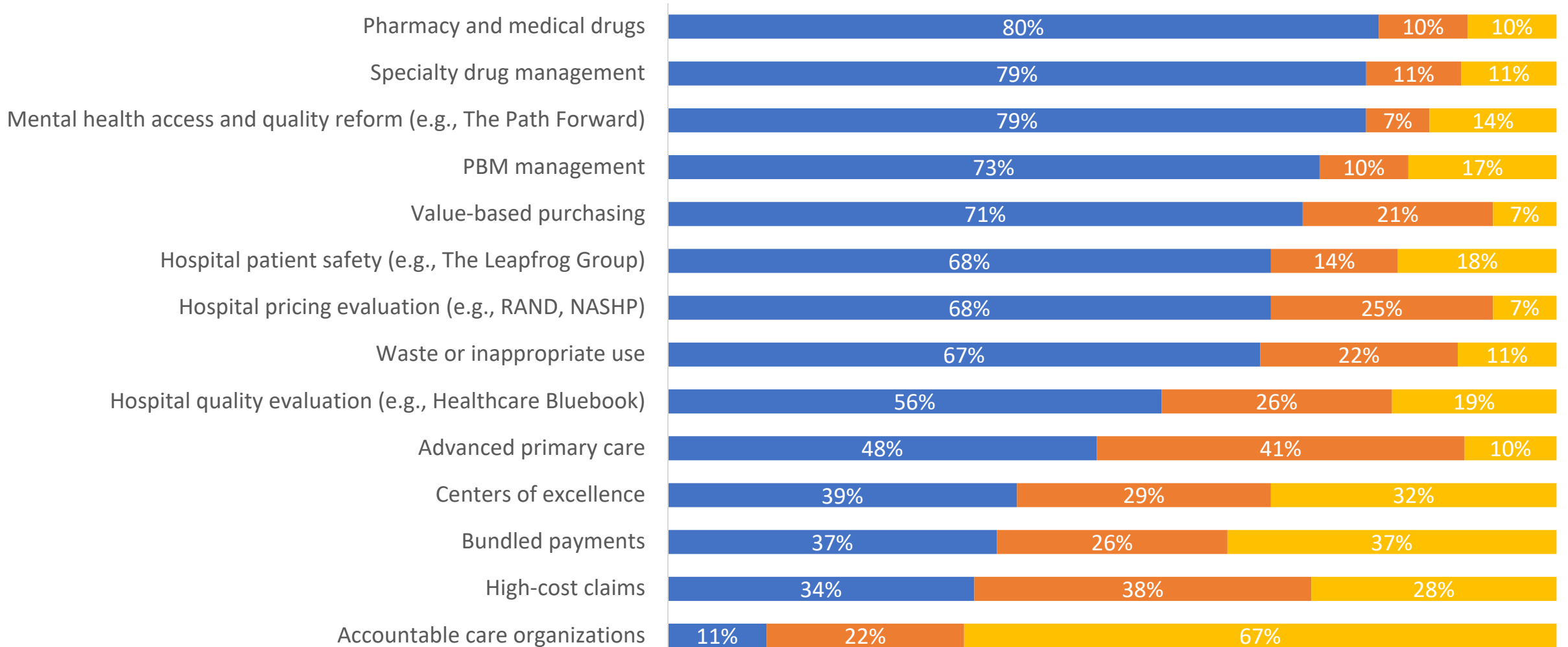
■ Significant relationship   
 ■ Developing relationship   
 ■ Limited relationship   
 ■ No relationship   
 ■ Not applicable



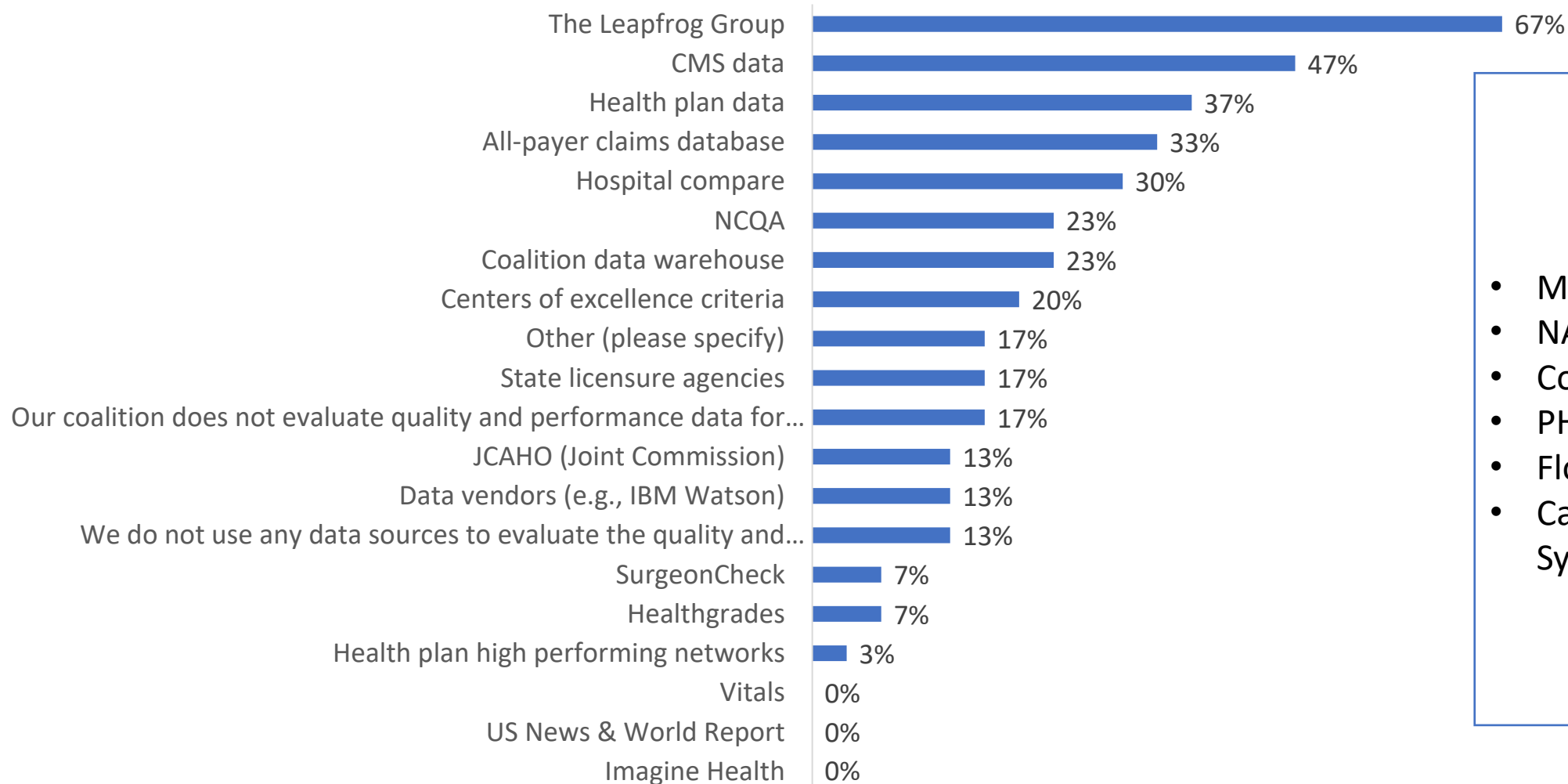
# Delivery & Payment Reform Areas

## Current and Next Two Years

■ Current Focus   ■ Focusing on in the next two years   ■ Not focusing



# Sources of Data Used to Evaluate Quality & Performance of Medical Providers



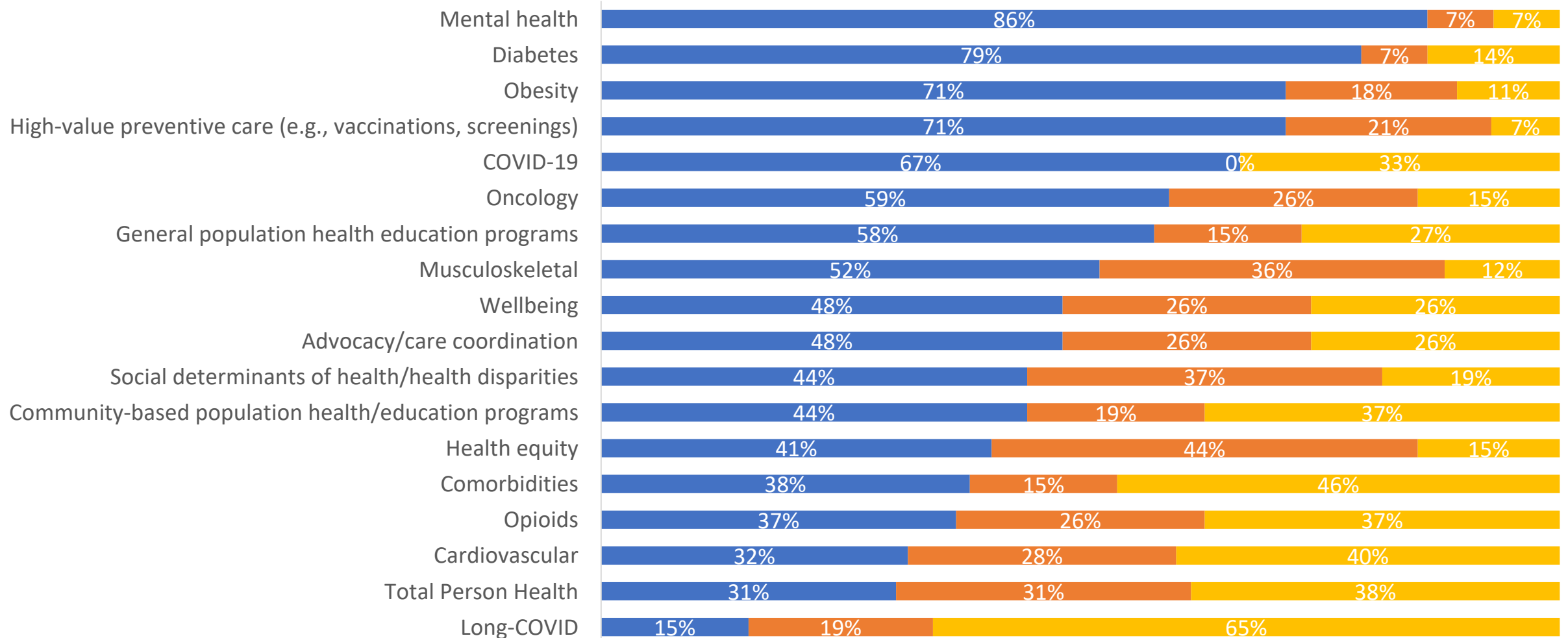
## Other

- Medicare Cost Report
- NAIC data
- Community Reports
- PHC4
- Florida Health Finder
- CareChex Rating System (Quantros)

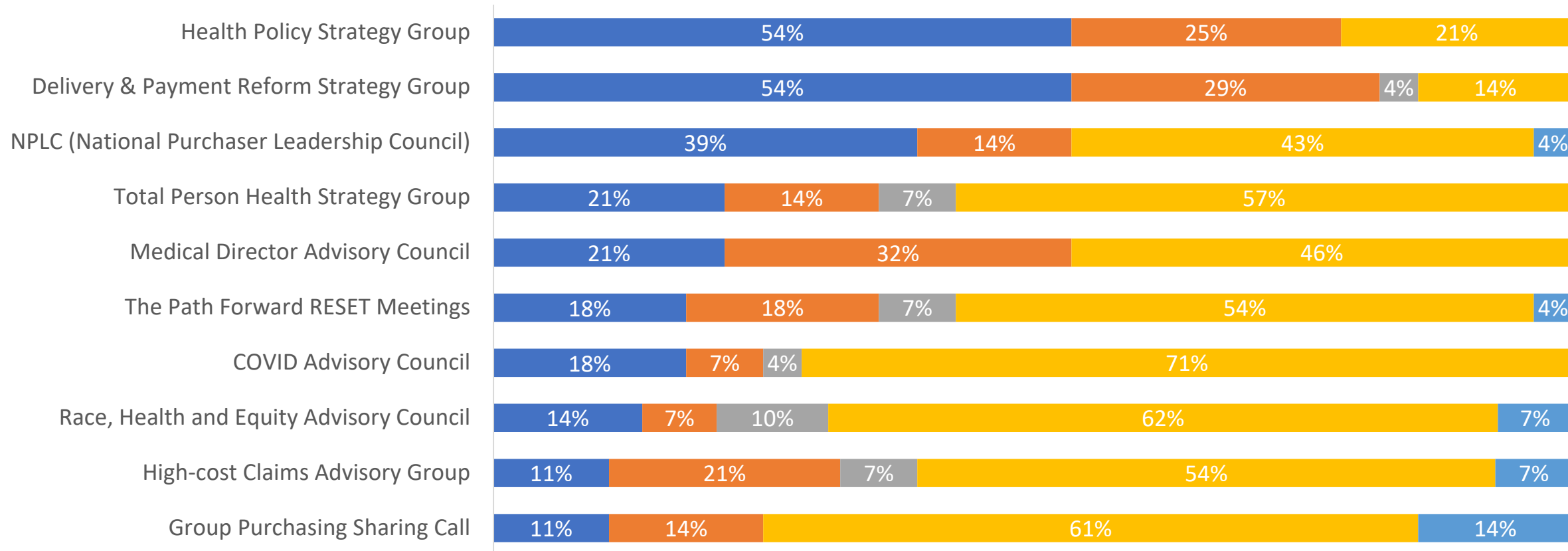
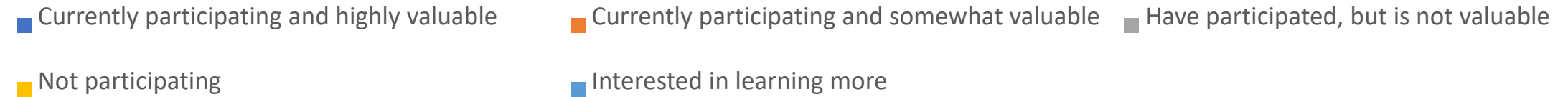
# Health-Focused Areas

## Current or Next Two Years

■ Current focus ■ Focusing on in the next two years ■ Not focusing on

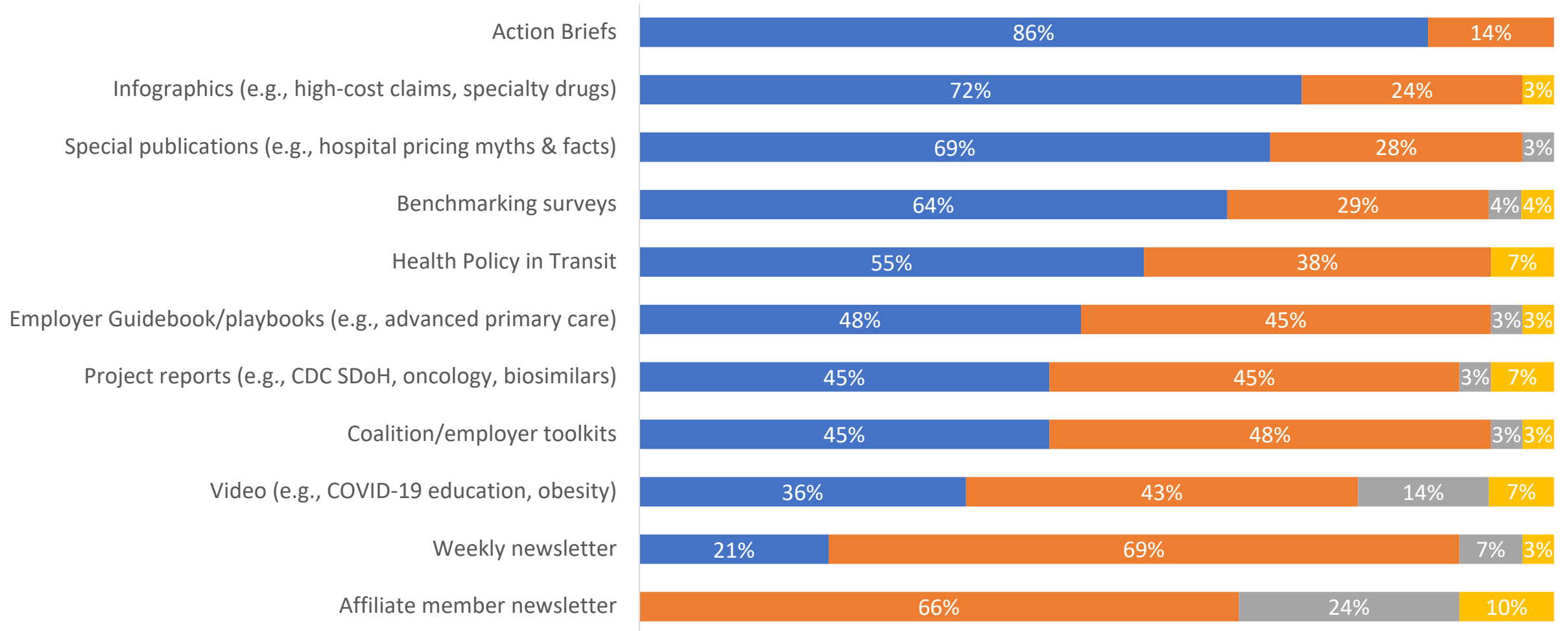


# Virtual Meetings Hosting by National Alliance



# Reports & Publications offer by National Alliance

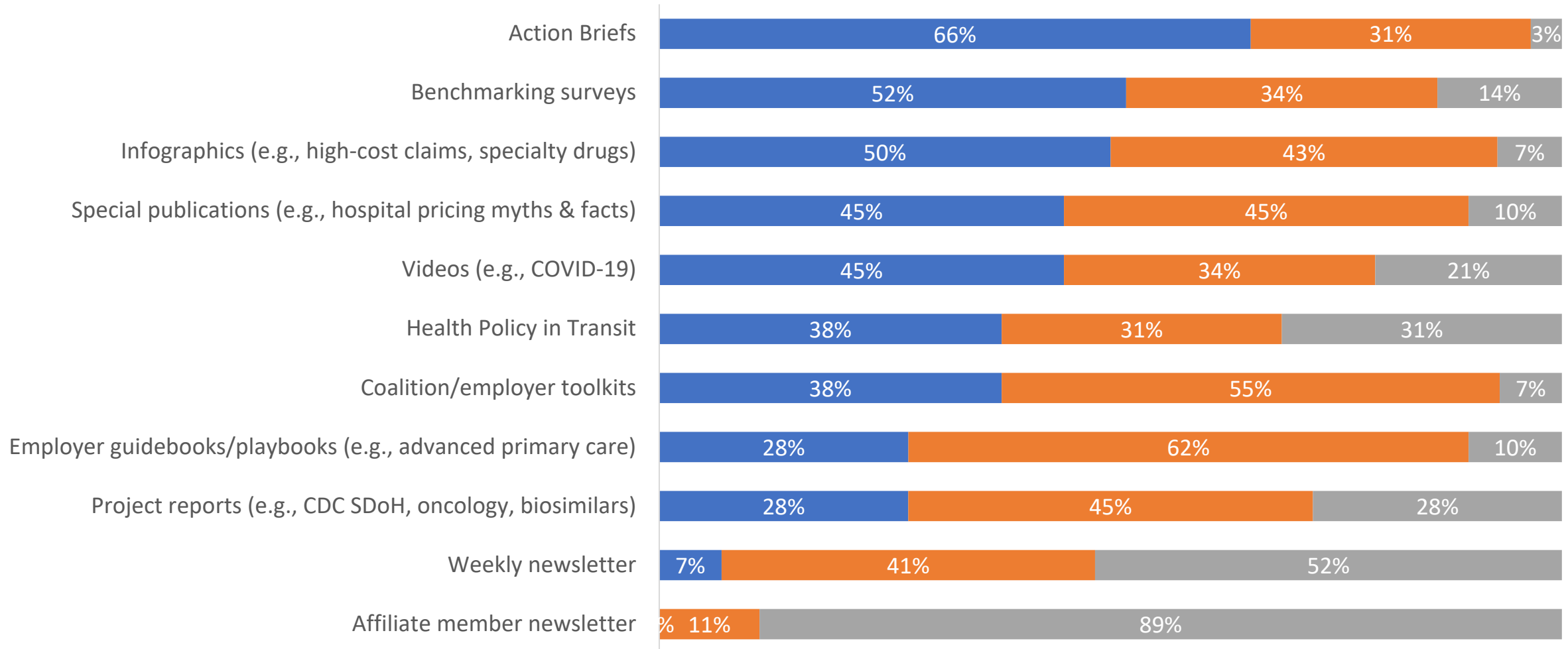
■ Very valuable
 ■ Somewhat valuable
 ■ Not valuable
 ■ Not aware



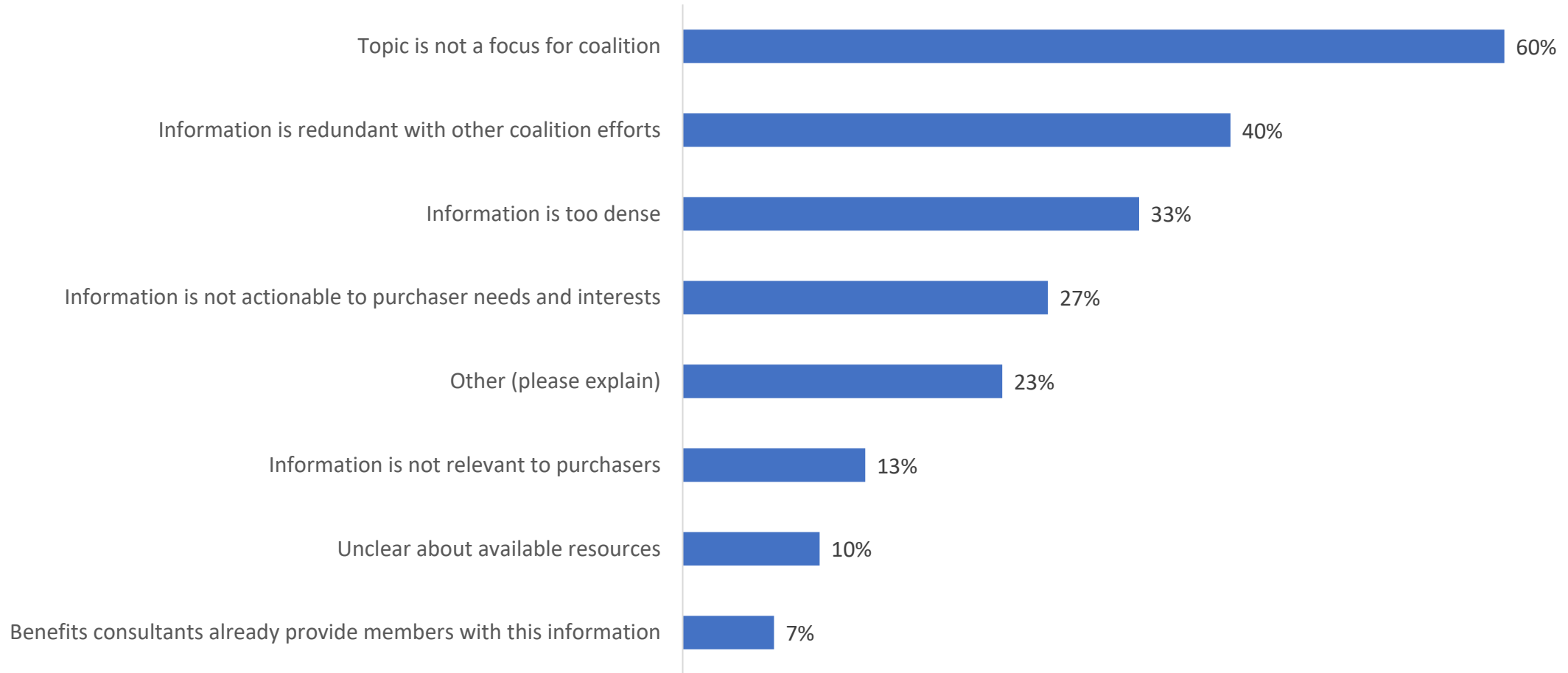


# Publications & Resources Shared with Members

■ Generally share with our employer members 
 ■ Sometimes share with our employer members 
 ■ Do not share with our employer members

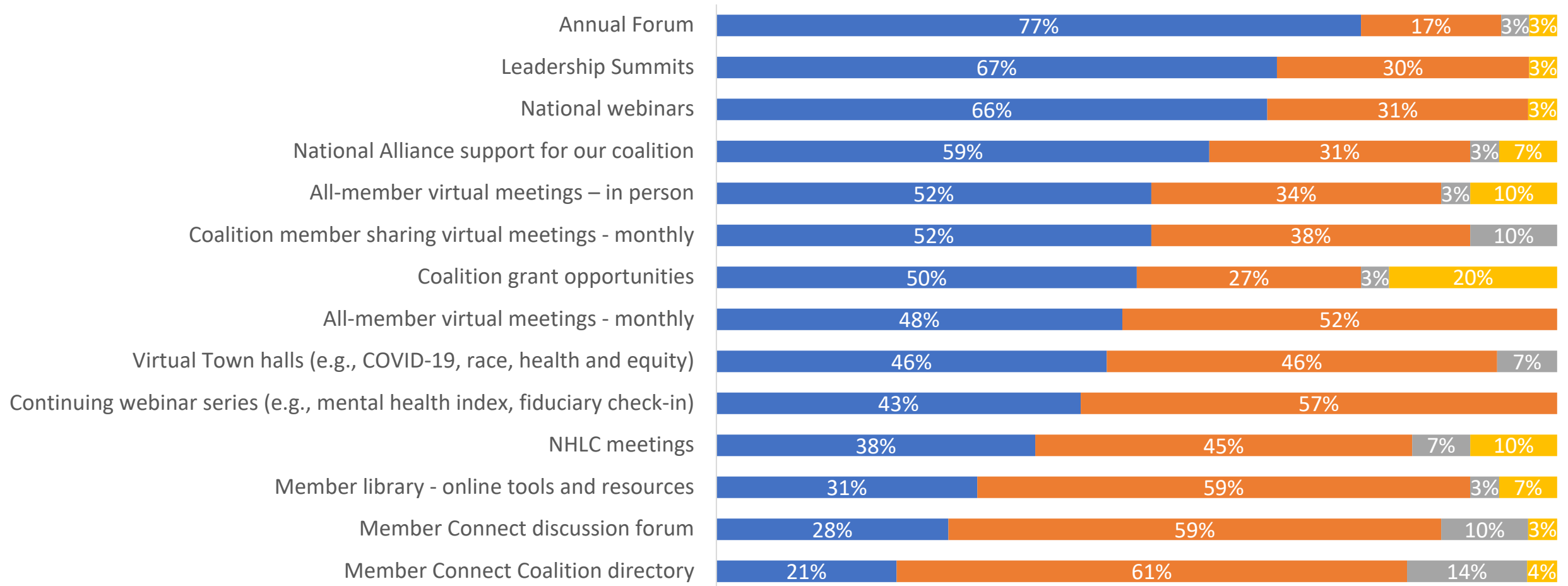


# Top Factors that Contribute to Not Disseminating



# National Alliance Activities & Member Benefits

■ Very valuable
 ■ Somewhat valuable
 ■ Not valuable
 ■ Not aware



# National Alliance Testimonials

“The National Alliance is a remarkable organization that brings together like minded individuals from across the nation to drive industry change and promote high quality, affordable care.”

“The National Alliance is an invaluable partner helping regional coalitions to meet or exceed the expectations of their members”

“One of the most important benefits of our membership in the National A is information exchange with fellow coalition directors.”

“As a member of the National Alliance, our Coalition is positioned to drive innovation, health, and value for our purchasing members.

“National Alliance provides national resources, expertise, and networking to accomplish local missions.”

“Membership provides a wealth of information that would otherwise take a great deal of time to find. The Alliance is engaged in myriad of very relevant issues important to members.”

“The National Alliance is a great resource to keep focused and informed on hot healthcare topics, a great source for networking with peers, and trusted resource for employer best practices.”

“The National Alliance helps our members stay aware of national trends in healthcare benefits. The National Alliance gives them access to best practices.”