

## ABOUT THE ALLIANCE®

### Who We Are:

- > The Alliance is a not-for-profit, employer-owned and directed health care cooperative that has been successful in helping employer members manage the total cost of ensuring the health and well-being of their workforce for 25 years.
- > We use our collective role as purchasers of health care to drive transformation and create a market that recognizes and rewards high quality, safe care at an affordable price.
- > We use our purchasing power to negotiate with and provide access to an extensive network of doctors and hospitals who are paid to improve quality by performing better not doing more.

### What We Do:

- > *The Alliance negotiates directly with hospitals and clinicians on behalf of employees considering both quality and cost.* Members experience savings and employees and their family members have broad freedom of choice.
- > *The Alliance helps members actively control their costs* by providing data management and claims reporting. Members who understand their health care costs can impact them.
- > *The Alliance provides education and resources* to help members design benefit plans and implement employee wellness and prevention programs.

### What We Believe:

- > A growing number of scientific studies and our own years of experience prove that **there are significant differences in the quality and safety of health care** that matter to health outcomes – and better quality doesn't necessarily mean high cost.
- > **Quality can be measured** using nationally recognized standards of performance.
- > **Consumers deserve information** to make decisions.
- > **Public disclosure** drives improvement.

As part of our mission, The Alliance shares cost and quality measures through Find a Doctor, a service designed to help consumers make good decisions about their care while searching for in-network physicians and facilities. The Alliance crunches the numbers on cost and quality data to serve as the basis for performance-based reimbursement (pay for performance).

For more information, please contact sales and member services at 800.223.4139. Or visit [www.the-alliance.org](http://www.the-alliance.org).

### Alliance at a Glance

The Alliance was founded in 1990 by seven Madison-area employers looking for solutions to their rising health care costs. Together, they recognized that they could accomplish more than they could alone.

Today, more than 240 large and mid-size employers, representing more than 100,000 lives, are owner-members of The Alliance.

### Industry representation includes:

- > 34% manufacturing
- > 22% trade, transportation and utilities
- > 22% financial
- > 14% education and health services
- > 6% professional and business services
- > 1% other

### Service Area:

Our service area includes contracts with providers in Wisconsin, Illinois and Iowa.

### Participating Providers:

- Over 80 hospitals and more than:
- > 7,000 MDs
  - > 13,500 professional service providers.
  - > 4,400 medical, chiropractic and mental health clinic sites

### Savings:

Collectively, Alliance members bought more than \$679 million in health care in fiscal year 2015. More than 93 percent of those charges were performed in-network and generated more than 36 percent in savings for our members, employees, and their families.