

## THE ALLIANCE® WORKERS' COMPENSATION SOLUTION

### Tie Into The Alliance Network to Reduce The Cost of Workers' Compensation Claims

#### Savings Average 39 percent Off of Billed Charges

Employers who use The Alliance Workers' Compensation Solution save an average of 39 percent annually on compensable billed charges linked to workers' compensation claims.

The Alliance Workers' Compensation Solution reduces costs by linking employers to our comprehensive, cost-efficient network of more than 10,365 health care providers. We work with you or your workers' compensation insurance carrier to tie into our network.

If you're an employer who self-funds your workers' compensation plan, the savings from using The Alliance network will go directly to your bottom line. If your workers' compensation program is fully insured, we can work with your carrier so you still gain the benefit of The Alliance's negotiated discounts.

#### Employers Report Real Results

Employers who use The Alliance network report significant savings from a solution that quickly becomes a seamless part of operations.

Here's what two employers say:

*"Our workers' compensation insurance carrier did not think they could use this solution, but The Alliance helped us sort through the details to work out a system that continues to run smoothly. Our savings are substantially higher than the wrap network that our carrier was using. The move to The Alliance program was a 'no-brainer.' "*

Tim Wolff, Director of Human Resources  
Colony Brands Inc.

*"We choose to use The Alliance Workers' Compensation Solution because it gives us significant discounts without adding more paperwork to our process. This program makes a big difference when we add up our overall workers' compensation costs."*

Kate Schieldt, Vice President – Human Resources  
STI Holdings

#### Call Today to Capture Savings

Work toward reducing your workers' compensation costs by contacting Jesse Oberloh, Member Services Manager, toll-free at 800.223.4139 x 6645 (608.276.6645 in the Madison area) or [joberloh@the-alliance.org](mailto:joberloh@the-alliance.org).

*Please note: The Alliance Workers' Compensation Solution is currently unavailable in Illinois.*

#### Benefit from Our Workers' Compensation Solution

The Alliance solution:

- › Reduces workers' compensation costs by providing cost savings for work-related medical expenses.
- › Works with you or your workers' compensation insurance carrier to redirect your claims to The Alliance network.
- › Taps into a broad provider network within The Alliance's service areas in Wisconsin and Iowa.

## FREQUENTLY ASKED QUESTIONS (FAQS)

### **How do I know whether my company can use The Alliance workers' compensation program?**

Employers who self-fund their workers' compensation program are in the best position to use The Alliance's pricing for workers' compensation claims. We are able to work with any third-party administrator (TPA).

Some fully-insured carriers are willing to apply our pricing to workers' compensation claims. Unfortunately, some carriers have been unwilling to participate in our program. Call Alliance Member Services at 608.210.6645 to learn whether we have recently approached your carrier. We are always willing to share information with additional insurance carriers.

### **Is the workers' compensation program available in Illinois?**

No. The program is unavailable in Illinois due to regulatory differences.

### **What is the cost/access fee structure?**

Fees for Alliance services are based on "retainage," which is the share of claim savings that is "retained" by The Alliance for operating expenses. Retainage is set at 17 percent for companies that have been standard equity members of The Alliance cooperative for four or more years.

### **What are the average savings achieved by using The Alliance network?**

Employers who use The Alliance Workers' Compensation Solution save an average of 39 percent annually on compensable billed charges linked to workers' compensation claims.

### **Is this savings applicable to all medical network providers?**

Yes. Our contracted rates are applicable to all network providers for both health and workers' compensation; however, a small number of providers may apply contracted rates to only self-funded workers' compensation plans.