

## The Association for Corporate Health Risk Management Sponsorship Opportunities

The Association for Corporate Health Risk Management (ACHRM) is a unique employer community where employers can collaborate with their peers, learn new methods and techniques to reduce their company's health care costs, and improve employee well-being and productivity.

ACHRM offers education and seeks to develop solutions for employer challenges across our Healthcare Cost Containment Strategies (HCCs) and is the only national Association directly supporting employers by offering education, solution development, assessments and implementation services encompassing our strategies.



### ACHRM COMMUNITY is comprised of...

- Professionals who are responsible for managing health risks and containing healthcare costs for their organizations (CEOs, CFOs, COOs, HR Directors, Risk/Benefit Managers, Wellness Directors, Medical Directors, Informatics, Safety / Facilities Managers, etc.)
- For-profit, not-for-profit, foundations, public entities ranging in size up to 50,000 employees or members.
- Best-in-class, disruptive solution providers, national thought leaders, and leading-edge health insurance and other consultants, who offer ideas, experiences, and strategies to assist us in fulfilling our Mission. Memberships and sponsorships are only granted on a select basis.

### ADAPT + PIVOT + EXECUTE



- ACHRM has adapted, pivoted, and executed creating unique education and engagement opportunities amidst the many challenges in today's crisis and economy.
- Educational events and projects are offered throughout the year including webinars, virtual CEO-CFO-CHRO Roundtables, white paper projects, and more!
- Our sponsorships range from \$5,000 to \$40,000 granting a wide variety of engagement options for solution providers within the ACHRM community.
- To be more effectively object and unbiased in our solution offerings, ACHRM doesn't accept commissions, share revenues or benefit from any business transactions developed between members of our community.

# ACHRM Healthcare Cost Containment (HCC) Strategies

## HIGH IMPACT

## POPULATION HEALTH PATHWAY

### Employer Objectives:

- 30-40% Savings
- Openness to Change
- Greater Control of Self-Funded Plan
- More plan flexibility, enhanced benefits, employee retention and attraction
- Employee engagement
- Time: May Take Longer to Implement

### Healthcare Cost Containment Strategies:

- Data Analytics
- Claims Audit
- Self-Fund: Independent TPA; Independent Stop Loss
- Drug Spend Management: Engage Independent PBM, Incorporate PDTs
- RBP / Direct Contracting
- In person Employee Support: Hire Medical Professional, Navigator, Benefits Expert
- Independent Eligibility Audit

### Employer Objectives:

- Up to 10% Savings Lower Tolerance for Change
- Self-Fund: BUCA or Independent TPA
- Less Control and Flexibility with Plan
- Employee Engagement
- Time: Cookie Cutter Plans, Easier to Implement

### Healthcare Cost Containment Strategies:

- Data Analytics
- Claims Audit
- Onsite / Nearsite / DPC (Hire Medical Professional, Navigator, Benefits Expert)
- Digital Care: Telemedicine, CDM, BH, SUD, MSK+Pain Mngmt, Oncology, Maternity/Fertility
- Drug Spend Management: Independent Review, Specialty Drug Management, Incorporate PDTs
- Prevention / Employee Wellbeing
- Independent Eligibility Audit

**ACHRM** offers a wide range of health risk management and healthcare cost containment resources for employers. As reflected in the chart below, ACHRM has distributed its Healthcare Cost Containment Strategies (HCCs) into two groupings based upon an Employer's openness to change, motivation to reduce cost and take control of their self-funded plan, desire for attracting and retaining employees among other factors.

## HIGH IMPACT PATHWAY

- Designed for employers open to change, motivated to reduce costs (30-40%) and take control of their self-funded plan.
- ACHRM offers educational events, pilot opportunities, case studies and Assessment services to assist our Employer members who are seeking an independent audit of their current strategy. If you're seeking to implement a new strategy, ACHRM will circulate your Assessment results with our innovative Consultants and best-in-class Sponsors, who will offer confidential proposals.

## POPULATION HEALTH

- Designed for employers who are not ready to make significant change, but still want to **implement** forward thinking Healthcare Cost Containment strategies.
- While these strategies are not as impactful to your organization's cost savings, these HCCs can offer enhancements to your plan and employees. You can take advantage of our Assessment and Implementation services. In addition, you have access to our first pathway education and other initiatives.

## MEMBER VALUE PROPOSITIONS

- Employer program assessment tool (assist your organization's strategies and health benefits plan)
- Employer Assessment / Intermediary (Audit) Services (reduce costs without reducing quality)
- Access to a platform with +/- 100 Digital Care solutions
- Participate in ACHRM's events as a content expert contributor or host an in-person event
- Collaborate with your peers and national thought leaders in events and special projects
- Specialty Educational Opportunities
- Pilots, Projects, Case Studies, Articles
- Join a search committee and participate in industry leading vendor assessment across ACHRM's multiple Healthcare Cost Containment Strategies

# ACHRM Sponsorship Opportunities

**Diamond**  
\$40,000

**Ruby**  
\$20,000

**Sapphire**  
\$10,000

**Pilot**  
\$5,000

# of sponsorship opportunities per	1	3	5	90-day
Exclusivity per HCC Strategy	National exclusivity	Limited to 3 sponsors	Limited to 5 sponsors	
Term	Annual	Annual	Annual	90-day
Marketing/Promotion <sup>1</sup>	X	X	X	X
Contributor/Subject matter expert for ACHRM events <sup>2</sup>	10 events	5 events	2 events	Custom-designed
HCC Strategic Assessment and Implementation Services <sup>3</sup>	Unlimited	Unlimited	Limited	Limited
Special projects <sup>4</sup>	X	Limited	Limited	One project
Attendance to all ACHRM education events	X	X	X	X
Exposure to ACHRM's community <sup>5</sup>	X	Limited	Limited	Limited
Access to ACHRM members-only library <sup>6</sup>	X	X	X	X
Networking and professional education <sup>7</sup>	X	X	X	X
Strategic planning <sup>8</sup>	X	X	X	Limited
Attendance to monthly Board of Advisors Meetings	X	X	X	Limited
Incubation/ proving out new business models leveraging ACHRM's community <sup>9</sup>	X	X	X	Business model assessment

<sup>1</sup>

Logo placement on homepage of the website and social media pages, and all ACHRM printed materials, newsletters, and blast emails.

<sup>2</sup> Participate as a contributor/subject matter expert to the ACHRM community for ACHRM events (webinars, Roundtables, etc.)

<sup>3</sup> Participate in ACHRM's strategic assessment and solution implementation process as a subject-matter expert

<sup>4</sup> Opportunities for a leadership role in ACHRM special projects such as the employer empowering strategic assessment, white papers, pilots)

<sup>5</sup> Introduce your firm's healthcare cost containment solution to ACHRM's membership database.

<sup>6</sup> ACHRM's members-only library includes archives to past events, publications, etc.

<sup>7</sup> ACHRM offers unlimited amount of national and local networking and opportunities for professionals to expand their knowledge and expertise on innovative healthcare solutions and cost savings strategies in similar markets.

<sup>8</sup> Strategic planning calls with Bill Lacy, ACHRM CEO on a regularly scheduled basis; an active role and leadership in ACHRM's strategy development and planning; attendance to ACHRM's Annual Executive Planning Summits.

<sup>9</sup> Laser-focused business model assessment engaging employer, sponsor partners, consultant members and strategic partners as necessary

# ACHRM's Healthcare Cost Containment Strategies

## ACHRM's Healthcare Cost Containment Strategies

Interested in implementing these solutions?

Let us introduce you to our vetted solution providers for collaboration!

### Claims Audit / Payment Integrity

Identifies errors and omissions and negotiate reclamation and credits. Cost management strategy versus a cost cutting crisis

### Effective methods of self-insuring

Choosing a major insurance carrier, an independent non-insurance carrier based Third Party Administrator, or join a Captive/Consortium

### Pharmacy Benefit Management

Carving off your PBM to improve quality and reduce costs

### Reference-Based Pricing

Greater price transparency and reduce medical costs

### Direct Contracting

Enter into direct contracting with physicians, hospitals or medical providers which defines price, payment terms, service, and other critical factors

### Onsite/Nearsite (Shared), Mobile, Pop-Up Clinics and Direct Primary Care

Comparing and contrasting Onsite Clinic, Nearsite (Shared) Clinic, Mobile Clinic, and Direct Primary Care (DPC) solutions to boost employee care and more effectively manage costs.

### Telemedicine

Improve employee care, reduce emergency room visits, inconvenience absenteeism and presenteeism

### Employee Well-Being Programs

Prevention, wellness, mental health, behavioral health, safety, workers comp, etc.

### Data Analytics Solution

Providing functionality to support Executive C-Suite decisions

### Digital Care-Behavioral Health

### Digital Care-Chronic Disease Management

Please find an outline of our sponsorship levels on the following page as well ACHRM's ELEVEN Healthcare Cost Containment (HCC) Strategies reflected in the new sponsorship model. For questions or more information please contact Kayne D. Kleinpeter, Membership Coordinator, at [kdaigle@achrm.org](mailto:kdaigle@achrm.org).

## SPONSORSHIP APPLICATION

### ACHRM Mission:

To provide employers leading-edge healthcare cost containment and health risk management strategies in a collaborative Think- Tank environment offering workshops, roundtables, webinars, pilots, case studies, along with strategic initiative teams to advance the development and implementation of innovative methodologies. Offer strategic assessment, solutions, and implementation services for our employers seeking assistance in more effectively evaluating their specific challenges and struggling to implement solutions.

Please complete all sections below. Sign and return this original application to Kayne D. Kleinpeter at [kdaigle@achrm.org](mailto:kdaigle@achrm.org). ACHRM's Sponsorship payments may be made by e-check (ACH) or credit card.  
ACHRM, LLC 230 Kings Highway East, Suite 340 Haddonfield, NJ 08033

ACHRM Tax ID# 45-4906991 (W9 available upon request)

Briefly describe what unique services you will be delivering to ACHRM's community and the Industry vertical your firm would like to pursue. Please describe the number and size of your present client base, evidenced-based solutions, and outcomes data.

What would be the most effective way to present your services to our community (please check off all that apply):

- |                          |                               |                          |                                |
|--------------------------|-------------------------------|--------------------------|--------------------------------|
| <input type="checkbox"/> | Workshop                      | <input type="checkbox"/> | Webinar                        |
| <input type="checkbox"/> | Case Study                    | <input type="checkbox"/> | Strategic Initiative / Project |
| <input type="checkbox"/> | Other (please describe _____) |                          |                                |

What do you hope to gain from ACHRM and its Community (please select all that apply):

- Participate in creating cutting edge products or technologies
- Build relationships with employers
- Provide education or other support
- Collaborate with other ACHRM Sponsor Partners
- Other: \_\_\_\_\_

Number of Employees: \_\_\_\_\_ Company / Organization: \_\_\_\_\_

Address: \_\_\_\_\_

Industry Type: \_\_\_\_\_ Website: \_\_\_\_\_

### Point of Contact Information:

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Fee Agreement:  \$ 40,000 Diamond  \$ 20,000 (Ruby)  \$ 10,000 (Sapphire)  \$ 5,000 (Pilot)

### TERMS AND CONDITIONS

Sponsor agrees to pay above indicated sponsorship amount as determined by ACHRM. Initial payment in full is due upon approval and acceptance of application. ACHRM reserves the right to withdraw the sponsorship if payment is not received within 15 business days of receipt of the signed approved and accepted application. Approval and acceptance of this application by ACHRM constitutes a contract. We agree to abide by the above contract terms and conditions. Sponsorships are non-refundable.

AUTHORIZED SIGNATURE/TITLE: \_\_\_\_\_

This line must be signed for acceptance of contract.

TITLE: \_\_\_\_\_ DATE: \_\_\_\_\_