

The Association for Corporate Health Risk Management Sponsorship Opportunities

The Association for Corporate Health Risk Management (ACHRM) is an 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 NINE 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 NINE HCCs.



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 Mangers, etc.)
- ⇒ For-profit, not-for-profit, foundations, public entities ranging in size up to 30,000 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!
- ⇒ In 2021, ACHRM is planning 50 virtual events, averaging 30 attendees per event and more than 30% of those attendees as new professionals to our ACHRM community!
- ⇒ Our sponsorships range from \$40,000 to \$5,000 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 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 ¹	X	X	X	X
Contributor/Subject matter expert for ACHRM events ²	10 events	5 events	2 events	Custom-designed
HCC Strategic Assessment and Implementation Services ³	Unlimited	Unlimited	Limited	Limited
Special projects ⁴	X	Limited	Limited	One project
Attendance to all ACHRM education events	X	X	X	X
Exposure to ACHRM's community ⁵	X	Limited	Limited	Limited
Access to ACHRM members-only library ⁶	X	X	X	X
Networking and professional education ⁷	X	X	X	X
Strategic planning ⁸	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 ⁹	X	X	X	Business model assessment

¹ Logo placement on homepage of the website and social media pages, and all ACHRM printed materials, newsletters, and blast emails.

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

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

⁴ Opportunities for a leadership role in ACHRM special projects such as the employer empowering strategic assessment, white papers, pi lots)

⁵ Introduce your firm's healthcare cost containment solution to ACHRM's membership database.

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

⁷ 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.

⁸ 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.

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

ACHRM's NINE Healthcare Cost Containment Strategies

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

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

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

Please find an outline of our sponsorship levels on the following page as well ACHRM's NINE 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.

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. 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: _____