

**Western Healthcare Alliance (WHA)
Statement of Return on Investment (ROI)**

01/01/2012 – 12/31/2012

ROI: 49:1



ACTIVITY SUMMARY

	WHA Total		WHA Total
Total Savings from Program Utilization	\$11,564,220	Total HCM Equity Distributed in Cash	\$1,481,049
Cash Plus Equity	\$4,203,550	2012 Member Dues	\$235,800

Strategic Leadership

<input type="checkbox"/> Board facilitation	<input type="checkbox"/> Executive Director/CEO mentoring
<input type="checkbox"/> Governance board education	<input type="checkbox"/> Network management
<input type="checkbox"/> Outreach strategy development	<input type="checkbox"/> Network strategic consulting
<input type="checkbox"/> Service line planning	<input checked="" type="checkbox"/> Peer networks Includes WHAAS: \$37,450
<input type="checkbox"/> Market evaluation	<input type="checkbox"/> Strategic planning services

Financial Strength

<input type="checkbox"/> Financial operational assessments Eide Bailly New 2012	<input type="checkbox"/> Charity & collection policy review
<input checked="" type="checkbox"/> Self-pay billing AR Services	<input type="checkbox"/> Admissions review, collections training
<input checked="" type="checkbox"/> Bad debt collections A-1 Collection Agency	<input type="checkbox"/> Charge capture audit
<input type="checkbox"/> Third-party insurance billing	<input checked="" type="checkbox"/> Benchmarking, reporting HealthData Solutions New 2013
<input type="checkbox"/> Extended business office New 2014	<input type="checkbox"/> Third-party payer contract review Healthcare Consulting Services
<input checked="" type="checkbox"/> Medical financing	<input type="checkbox"/> Coding education, consulting
<input type="checkbox"/> Chargemaster review	<input type="checkbox"/> Denials management

Operational Efficiencies

<input checked="" type="checkbox"/> Group purchasing program Premier Adventist \$547,781	<input checked="" type="checkbox"/> HIS hosting & help desk support INHS New 2013
<input checked="" type="checkbox"/> Property & casualty insurance products Lockton Companies \$12,476	<input type="checkbox"/> HIS/EHR system selection assistance INHS New 2013
<input checked="" type="checkbox"/> Health & life insurance products Lockton Companies \$355,238	<input checked="" type="checkbox"/> Benchmarking, reporting HealthData Solutions New 2013
<input type="checkbox"/> Regulatory compliance	<input type="checkbox"/> Off-site storage & disaster recovery INHS New 2013
<input type="checkbox"/> HIPAA compliance policies	<input type="checkbox"/> ICD-10 training, coding coverage eCatalyst New 2013
<input checked="" type="checkbox"/> Laundry Services Omni Laundry \$234,510	<input type="checkbox"/> Critical Access Hospital mock survey HealthTech
<input checked="" type="checkbox"/> Capital purchase review MemData \$120,090	<input checked="" type="checkbox"/> IT security IronPort/Safend/Grant Thornton \$254,291
<input type="checkbox"/> Meaningful Use compliance	

Clinical Excellence

<input checked="" type="checkbox"/> Laboratory Services Network \$1,051,860	<input type="checkbox"/> Managed care contracting
<input checked="" type="checkbox"/> Reference Laboratory testing Mayo Medical Laboratories \$982,510	<input checked="" type="checkbox"/> Diagnostic test results management Epiphany Cardio New 2012
<input type="checkbox"/> Joint-test sharing	<input type="checkbox"/> 340B management SUNRx
<input checked="" type="checkbox"/> Specimen courier services Kangaroo Express	<input checked="" type="checkbox"/> Rehab documentation software Cedaron New 2013
<input type="checkbox"/> Clinical outreach consulting	<input type="checkbox"/> Customer service education
<input checked="" type="checkbox"/> Lab operational consulting \$15,000	<input checked="" type="checkbox"/> Peer review for clinical cases \$57,000

Workforce Development

<input checked="" type="checkbox"/> Employee benefits	<input type="checkbox"/> Continuing education: e-learning
<input checked="" type="checkbox"/> Preferred Provider Organization \$3,091,305	<input type="checkbox"/> Unemployment cost management Employer Representatives New 2012
<input checked="" type="checkbox"/> Leadership Academy \$111,245	<input type="checkbox"/> Human resource consulting
<input checked="" type="checkbox"/> Healthcare staffing pool Medefis New 2013	<input type="checkbox"/> Executive search services
<input type="checkbox"/> Employee screening HireRight	

Investment (ROI) 01/01/2012 – 12/31/2012

ROI: 49:1 wha1.org

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Utilization \$11,564,220 Total HCM Equity Distributed in Cash \$1,481,049 Cash Plus Equity \$4,203,550
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Financial Strength Financial operational assessments Eide Bailly New 2012 Charity & collection policy review Self-pay billing AR Services Admissions review, collections training Bad debt collections A-1 Collection Agency Charge capture audit Third-party insurance billing Benchmarking, reporting HealthData Solutions New 2013 Extended business office New 2014 Third-party payer contract review Healthcare Consulting Services Medical financing Coding education, consulting Chargemaster review Denials management

Operational Efficiencies Group purchasing program Premier Adventist \$547,781 HIS hosting & help desk support INHS New 2013 Property & casualty insurance products Lockton

Companies \$12,476

HIS/EHR system selection assistance INHS New 2013

Health & life insurance products Lockton Companies

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Benchmarking, reporting HealthData Solutions New 2013

Regulatory compliance Off-site storage & disaster recovery INHS New 2013 HIPAA compliance policies ICD-10 training, coding coverage eCatalyst New 2013 Laundry Services Omni Laundry \$234,510 Critical Access Hospital mock survey HealthTech Capital purchase review MemData \$120,090 IT security IronPort/Safend/Grant Thornton \$254,291 Meaningful Use compliance

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