



# 12 IMPORTANT FACTS

## to Inspire You to Join Northcentral Employers Healthcare Alliance.

### There's Strength in These Numbers...



**NEHA**  
Northcentral Employers  
Healthcare Alliance

*Your link to better health care management.*

- 33** Number of area employers with self-funded health plans that are members of NEHA.
- 38,000** Number of lives covered by NEHA members for negotiating favorable rates from area health care providers.
- 92%** Percentage of NEHA members that remain in the organization from year to year.
- \$440,243** Total amount NEHA members saved using Near Site Clinics.
- 50+** Number of employees required to join NEHA.
- 4.3%** Average annual increase in health care costs for NEHA members over past five years versus 6.2% national average increase.
- \$232 Million** Total value of health care claims processed in 2018 through NEHA's third party administrators.
- \$63 Million** Estimated total annual health care savings realized by NEHA members.
- 4** Number of provider networks available to NEHA members: PPO Broad Network, Aspirus Community Network, Ascension Community Network, and customized networks to serve employees working outside the central Wisconsin service area.
- 6** Number of tertiary providers offered in all NEHA networks if care outside of northcentral Wisconsin is needed. Madison: UW Health. Milwaukee: Children's Hospital of Wisconsin, Froedtert Hospital and The Medical College of Wisconsin. Rochester, MN: Mayo Clinic. Minneapolis, MN: Fairview Hospitals.
- 200** Number of ancillary health care providers available to NEHA members. (Optometrists, chiropractors, podiatrists, behavioral health specialists).
- 3** Number of steps required to join NEHA: 1) Visit [www.nehawi.org](http://www.nehawi.org) for more information. 2) Contact your broker or agent for assistance. 3) Come to our next meeting and start saving.



## How the Northcentral Employers Healthcare Alliance (NEHA) helps Ahlstrom-Munksjo control health care costs.

"In 2017 we saved \$190,000, and in 2018, we saved \$130,000 by providing our employees with access to NEHA's Near Site Clinics," said Rick Counihan, head of compensation and benefits for Ahlstrom-Munksjo's North American Specialty Solutions. Ahlstrom-Munksjo is the world's largest specialty paper company headquartered in Helsinki, Finland. Its North America division includes 600 employees and covered dependents at the company's Mosinee and Rhinelander papermills who benefit from the convenience, low cost and easy access to routine health care provided at the Near Site Clinics set up by NEHA.

Counihan and his company have participated in NEHA since 2013. "We value the options NEHA offers as we plan our health care program each year. We can choose from narrow networks, dual networks and broad networks."

The timely utilization and cost data provided through NEHA's web portal and GHE, Inc. (a data analytics service provided to NEHA members) also helps Ahlstrom-Munksjo track health care costs month by month and spot trends that may require action. "We don't have to submit requests to providers, which sometimes results in data that's several months old," explained Counihan.

Counihan said his company also benefits from the aggressive discounting NEHA is able to negotiate with medical provider networks. "We have greater leverage in the health care marketplace when we're part of a large employer group representing almost 40,000 people versus our 600 employees and dependents," he said. "That NEHA advantage also results in lower prescription drug costs as well as reduced dental administration fees."

— **Rick Counihan**  
Head of Compensation & Benefits NASS  
AHLSTROM MUNKSJÖ  
Kaukauna, WI

## Marathon Cheese says NEHA makes it possible to design their own health plan.

Marathon Cheese Corporation, a charter member of the Northcentral Employers Healthcare Alliance since its beginnings in 1997, likes the flexibility and choices NEHA offers. "The biggest benefit we receive from NEHA is the ability to design our own health plan with relevant and effective cost containment options," says Krystle Gertschen, manager of financial analysis at Marathon Cheese.

Gertschen points to savings realized from the dual provider network option they chose, the Smart Choice MRI service, the Near Site Clinics and the reduced costs they pay for workers compensation claims. "Through collaboration with other employers within the coalition," Gertschen explains, "NEHA developed a program where NEHA employers can have their workers compensation claims repriced utilizing the NEHA network discounts. From this program, we are seeing almost 30% savings in repriced workers compensation claims." Gertschen sees more opportunities for NEHA employers in the future to collaborate on similar cost savings initiatives.

"We also value NEHA's data collection and reporting tools," she says. "As a NEHA member, we have a deeper understanding of the current and historical claims in our health plan. These analytical tools allow us to review claim activity within each network and compare activity with other area employers who are part of the NEHA coalition".

Employees benefit from NEHA, too, Gertschen says. "Our employees and dependents have been very impressed with the efficient service and money they save at Smart Choice MRI®. And they're often astonished at the cost savings they experience when using the Near Site Clinics NEHA offers."

— **Krystle Gertschen, CPA**  
Manager of Financial Analysis  
Marathon Cheese Corporation  
Marathon, WI



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Find more information at  
[www.employershealthcarealliance.org](http://www.employershealthcarealliance.org) or [www.nehawi.org](http://www.nehawi.org)