

## FOR IMMEDIATE RELEASE

### Attention Healthcare Providers! Have you heard about the market's new payers?

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Our country's healthcare delivery model is changing. Healthcare delivery is now being reregulated and leading healthcare providers have many more opportunities to build relationships with self-insured employers. "Great things can happen when employers and providers sit at the same table to develop a business relationship" offered Bill Lacy, ACHRM's President and CEO to the NJ Healthcare Financial Management Association's (HFMA) conference.

Self-insured employers are assuming more and more of the traditional health insurance carriers traditional business model. They're becoming the market's new "payers." To more effectively contain their healthcare costs, employers are seeking innovative strategies from their local hospitals and health systems. While this strategy has been slow to take hold in New Jersey, local healthcare providers can benefit from time-tested approaches utilized in other regions of the country.

The smaller self-funded employers, i.e., 100 to 5,000 employees, need the greatest assistance. Many of these employers have recently become self-insured, but have limited staff and other resources to effectively optimize this new strategy. These employers are prime candidates for innovative methods being offered by their local health systems, such as direct contracting, care coordination, wellness programs, and other strategies to help contain health care costs and boost greater quality employee experiences.

Drawing from ACHRM's dozens of workshops, webinars, and strategic initiatives across its six chapters extending from Northern NJ to Dallas, TX to Chicago, IL, Lacy offered seven live case studies. He also recommended healthcare providers meet with the self-insured employer's third party administrator, stop-loss carrier, and consultant to assist in formulating effective strategies.

The banking and power industries among other deregulated industries may also offer pathways for healthcare providers to follow. We may soon start to see health systems create business development teams proactively connecting with employers, says Lacy.

#### **About ACHRM:**

*ACHRM is a unique employer-exclusive community which provides a forum for collaboration with peers about a number of health promotion topics including: education, disruptive technologies and solutions, and new methods and techniques to reduce a company's health care costs and improve employee well-being and productivity.*

*ACHRM offers attractive corporate membership opportunities for both small and large employers. Please visit ACHRM's recently updated website ([www.achrm.org](http://www.achrm.org)) to register for upcoming workshops, webinars, and other events. **Contact:** Bill Lacy, President & CEO at [wlacy@achrm.org](mailto:wlacy@achrm.org)/856-979-2067*