



## Some of the critical questions and issues we will be answering today

- How is network innovation different from the status quo, and why is it an important aspect of health care delivery?
- Why connections with providers are critical to the success of localized health care
- How cost, quality and equity can improve when design and delivery are aligned
- What health care program structure supports this approach



## Today's Presenters



**Gregg Mauro**  
Program Director, Employee  
Health Care Conferences and  
Resilience Conference  
*The Conference Board*



**Christopher Kodama**  
President and CEO  
*Embright*



**Mike Robinson**  
Chief Executive Officer  
*Canopy Health*



**Sean White**  
First Vice President  
*Alliant Insurance  
Services*



# One-size-fits-all healthcare is not working

Localized healthcare is the alternative to the  
status quo



# Sean White

## First Vice President, Alliant



- + Sean is a senior consultant in Alliant's Boise office and a member of Alliant's Pacific Northwest Team
- + Over 22 years experience in the administration of health and welfare programs
- + Focus on financial analysis, plan performance, and benchmarking

# Mike Robinson

## CEO, Canopy Health



- + Over 30 years of executive and board leadership in the healthcare industry
- + Served as Vice President of National Accounts for the West Region for Aetna
- + Focus is on improving quality and delivering affordable healthcare



# Who is Canopy Health?

## Canopy Health's Value Proposition

Created by UCSF, John Muir Health, Hill Physicians & Meritage Medical Network, Canopy Health is an accountable care network that offers high-quality, affordable healthcare through an alliance of physicians and hospitals who have been serving the healthcare needs of Bay Area communities for many years.

Unlike most health plan networks, where providers are relatively passive participants, our alliance partners actively contribute to our governance and operations. They also participate in the financial performance of the plan.

Canopy Health works with Health Net and United Healthcare because they share our vision for providing high-quality, affordable care through a unique and innovative network model.

## Canopy Health's Mission

Canopy Health will improve member health and facilitate partner growth through an affordable and well-integrated collaboration of independent healthcare organizations.

# Alliance Partners and Commercial Plan Service Area

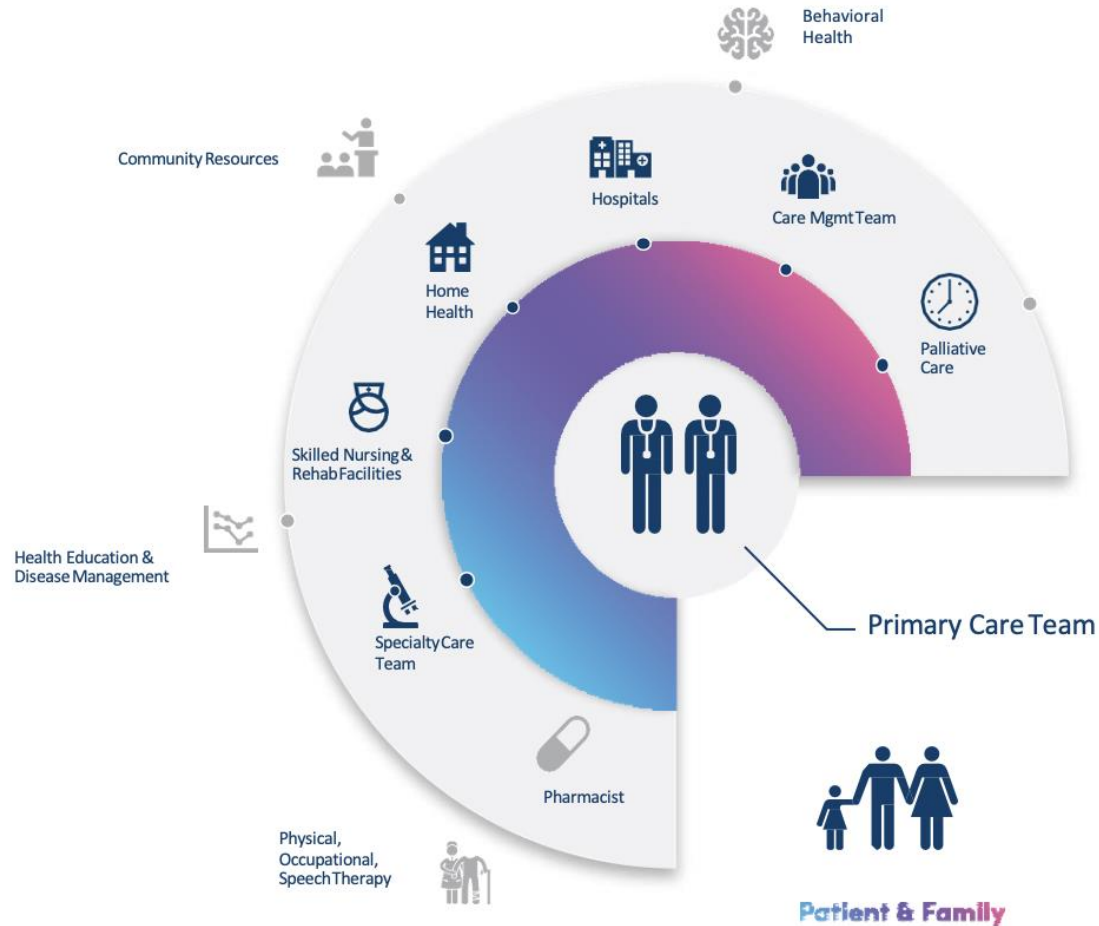
## MEDICAL GROUPS



## HOSPITALS







# What's the difference about Canopy Health?

## Building a System of Care

- + Affordable
- + Focus on Primary Care
- + Risk-sharing
- + Grass roots collaboration & problem-solving among providers
- + Telehealth pivot
- + Health plan partnerships
- + Building a better member experience
- + Sum is greater than the parts

# Christopher Kodama, MD, MBA

## President and CEO, Embright



- + **Founding president of MultiCare Connected Care, an accountable care organization subsidiary of MultiCare Health System**
- + **Pediatric hospitalist who completed his pediatric residency training at New York University-Bellevue Hospital Medical Center**
- + **Serves on the board of the Washington Health Alliance**

# Who is Embright?

Embright is a clinically integrated network that expands across Washington with **over 6,800 providers, 14 hospitals, and 155 clinics.**

MultiCare 

UW Medicine

LIFEPOINT  
HEALTH

## Mission:

Enabling collaboration to improve the health of the members we serve.

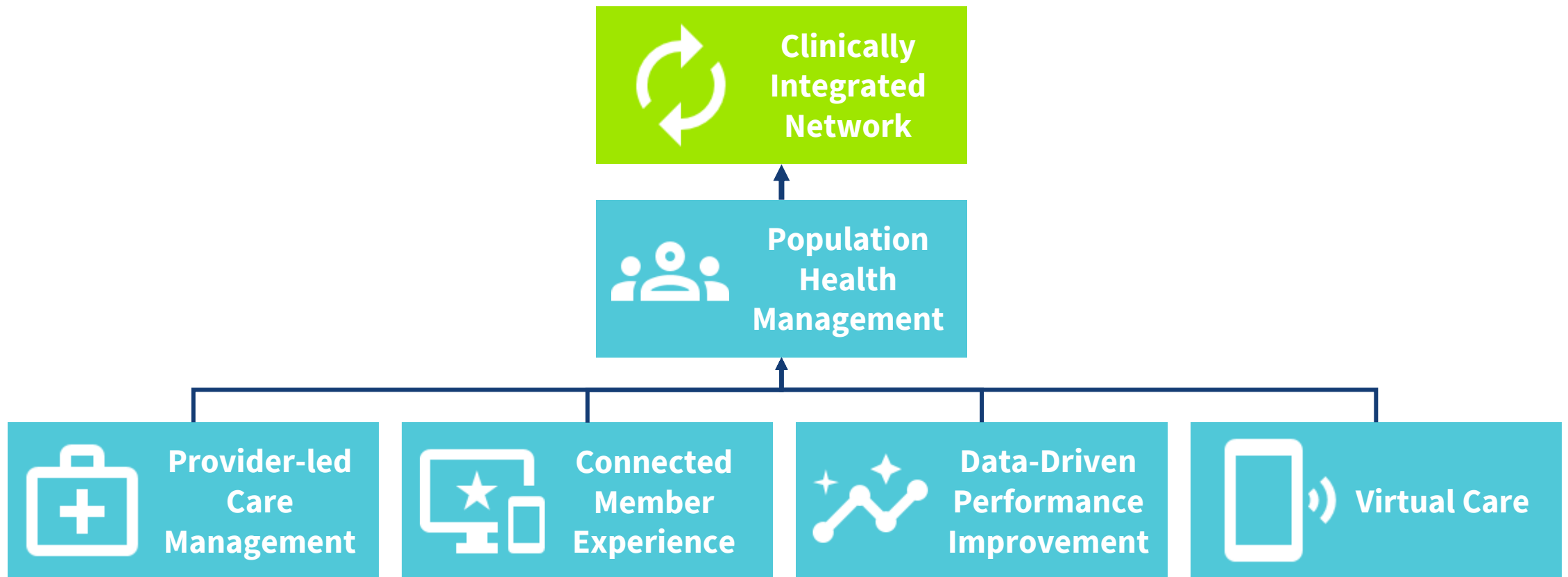
Sample only. Does not represent entire network.

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# How Embright Works

Embright partners with healthcare providers who are committed to maximize the return on every dollar spent in delivering care.



# Bringing together purchasers and providers



## Innovative and comprehensive network in Washington

<b>Broad Geography</b>	State → Pacific NW
<b>Age Continuum</b>	Pediatric → Adult
<b>Care Continuum</b>	Home Health → Outpatient → Acute
<b>Comprehensive Services</b>	Primary → Quaternary
<b>Member Choice</b>	More agility than an HMO
<b>Focus on Improvement</b>	Tighter population management than a PPO
<b>Comprehensive Behavioral Health Resources</b>	Virtual, outpatient, inpatient
<b>Single Signature Option for Employers and Purchasers</b>	Many in one

# How does working with a local partner benefit employers?

**How does an  
employer include  
this in their benefits  
strategy?**

**How has the typical  
point solution  
created unintended  
challenges?**



**What impact on the  
future of healthcare  
does this strategy have?**

# Q&A

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## Upcoming Webcast Programming from The Conference Board



- [5 Ways to Adopt a Whole-Body Approach to Musculoskeletal Care \(April 6 @ 2pm ET\)](#)
- [A Look at Employee Mental Health One Year Into the Pandemic \(April 13 @ 3pm ET\)](#)
- [Building an Inclusive Benefits Package for a Remote Workforce \(April 27 @ 2pm ET\)](#)

View all of our upcoming webcast programs at  
<https://www.conference-board.org/webcasts/upcoming/>



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