



National Cooperative of Health Networks Association

Business Partners Program

The National Cooperative of Health Networks Association (NCHN) *mission* is to support and strengthen health alliances through collaboration, networking, leadership development, and education. NCHN is the only national organization dedicated to assisting and supporting healthcare networks, alliances, and consortiums.

NCHN is characterized by proactively:

- Linking members and resources
- Sustaining an engaged membership
- Sharing of expertise and best practices
- Facilitating communication and information sharing
- Providing meaningful educational program opportunities
- Developing and maintaining dynamic leadership
- Advocating for member needs and interests on a national level; and
- Ensuring a financially stable organization while providing affordable membership dues

In a continuing effort to assist members address their diverse needs of identifying and securing goods and services necessary for successful network performance, NCHN has developed a "Business Partner Program (BPP)." This Program provides access to premium products and services that NCHN members have indicated an interest in purchasing and/or promoting to their

members. Business Partner selection is driven by members through the annual *NCHN Member Needs Assessment Survey*, evaluation of partner applications, and feedback on partner services.

The NCHN Business Partners Program has two categories of membership, Gold Level and Silver Level.

To be considered as a NCHN business partner, an application must be completed and returned, along with a deposit. The application is reviewed by the Program Development Committee, with the Board of Directors authorizing final approval on all Business Partners. Questions about the program should be directed to NCHN at 270-925-5611.

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Qualifications for Business Partner Program

Any person, partnership, corporation, association or other business entity with an interest in exploring a long-term business relationship with NCHN and its members

- Must not be a NCHN voting member
- Must have goods or services available for NCHN members to evaluate and purchase
- Must apply for either Gold or Silver Level Partnership

Please complete the application on the attached page and return along with a deposit, which will be applied to the first year's dues upon approval of the application and signed contract. The deposit is \$250 for Silver Level and \$500 for Gold Level. Mail to:

NCHN
400 S. Main Street
Hardinsburg, KY 40143



Business Partner Program Levels

Silver Level Business Partners Receive:

- Active link on NCHN's website
- Inclusion in the annual NCHN Partner Programs & Services Booklet (This booklet is distributed to NCHN members on an annual basis.)
- Authority to use NCHN BPP logo, as outlined in the contract
- Assistance with promotion of products/services to NCHN membership as outlined in contract
- NCHN membership registration rate for conferences and meetings
- Recognition at the annual conference as Business Partner
- A 50% discount on exhibit space at NCHN annual conference
- Invitation to sponsor the annual conference at the standard sponsorship fees
- Assistance in target mailing to members through purchase of mailing privilege with NCHN approved mailing house

NCHN Silver Level Business Partner annual fees start at \$2,500

Gold Level Business Partners Receive all Silver benefits, plus:

- Long-term, ongoing business relationship with NCHN and its members
- Membership in the NCHN Business Partner list serve
- Promotion in electronic Business Partner Spotlight
- Assistance in electronic connection with members to market your services
- Recognition in NCHN e-News!
- Complementary Exhibit Space at NCHN annual conference and preferred placement
- A 50% discount on the annual conference registration fee
- Invitation to sponsor regional meetings, and/or specific events during the annual conference and regional meetings, at the standard sponsorship fees
- If a national contract is developed between the Gold Level Business Partner and NCHN and the annual revenues generated for NCHN from negotiated administrative fees are more than the Gold Level fees for any given year during the term of the contract, the annual fee will be reduced to \$1,000 for the following year and/or waived.

NCHN Gold Level Business Partner annual fees start at \$5,000



Business Partner Program Application

Business Name:

Contact Person:

Phone Number:

Mailing Address:

Email Address:

Title:

Fax Number:

Website Address:

Type of Business Partnership Applying For (check one):

- Gold Level Partnership - \$5,000 per year (Requires a \$500 deposit)
- Silver Level Partnership - \$2,500 per year (Requires a \$250 deposit)

Brief Description of your product/service benefit(s) to NCHN members:

Business References: (Please list NCHN member(s) currently utilizing your services.)

Other References: (If no current NCHN member is utilizing your product/service, then list three current health care businesses; Include company name, contact person, phone number, and address.)

- 1.
- 2.
- 3.

Signature: _____

Date: _____

Returned Completed Application & Deposit (\$250 for Silver Level; \$500 for Gold Level) to:

NCHN • 400 S. Main Street • Hardinsburg • Kentucky • 40143

For NCHN Use Only:

Date Recommended by Program Development Committee: _____

Level of Partnership: _____

Date Approved as Business Partner: _____

Date Contract Finalized and Signed: _____