

CASE STUDY

A shared vision: Independent Health, MVP Health Care partner to advance member health

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<https://www.healthscape.com/client-results/shared-vision-independent-health-mvp-health-care-partner-advance-member-health>

The vision

Independent Health (IHA), a leading health plan in Western New York, has been a regional asset for more than 4 decades. It serves 350,000 people with nationally recognized quality and member experience. But in recent years, IHA has confronted the mounting headwinds impacting mid-sized health plans across the industry. Its board sought to chart a path to preserve and advance its mission and value to the community.

Co-creating the solution

IHA worked with HealthScape Advisors, a Chartis Company, to consider partnership options. Together, they articulated IHA's strategic and operational needs, partnership objectives, and criteria to assess potential partners. Next, they conducted a comprehensive evaluation and prioritization of prospective partners—informed by financial, strategic, and capability assessments; case studies; and scenario planning. They then led a structured outreach and engagement process with identified high-potential candidates. Through this process, IHA found an ideal partner in MVP Health Care.

Believe in better

Once IHA and MVP confirmed mutual interest through a letter of intent, the plans worked with HealthScape to develop a synergies assessment and business case for partnership that culminated in a definitive agreement. Pending regulatory approval, the two plans will affiliate to form a regional plan that will serve nearly 1 million people. Together, they will pursue a vision of transforming healthcare by empowering individuals to live their healthiest, most vibrant lives.

Meaningful outcomes

Together, Independent Health and MVP Health Care are building the foundation for a new era of health and well-being across New York, Vermont, and beyond—one that is built on local trust, innovation, and a shared commitment to improving lives.

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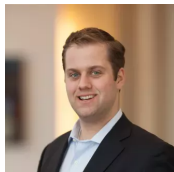
—Michael W. Cropp, MD, President and CEO of Independent Health?

Building to better

Mission-based health plans should consider the following as they evaluate strategic partnership options:

- **Ground the search**
in strategic, operational, and financial needs and aspirations
- **Establish goals and evaluation criteria**
to rigorously prioritize prospective partners
- **Structure outreach and engagement**
to find the right partner and build a shared plan

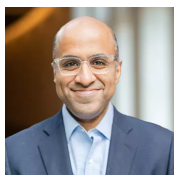
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