

## Why vendor companies belong to the Coalition.

The Coalition surveys its business-partner members to understand their needs in providing products and services to the fraud-fighting community. We also ask them to rate the various services the Coalition provides. Ratings average from “very good” to “excellent.” They especially rate the value to belonging to the Coalition as “excellent.”

We ask business partners what they value most. Below are some of the responses we’ve received:

- **Community & Networking.** Coalition meetings put business partners face to face with not only their clients and prospects, but other important members of the fraud-fighting community, including prosecutors, regulators, fraud bureau chiefs, top defense lawyers, state legislators, tech experts and others who are leaders in the anti-fraud community. No other forum exists for all anti-fraud leaders to come together
- **Trends.** As members, they receive special briefings on trends on fraud schemes from top experts. Business partners say the briefings aid them in helping their insurer-clients refine SIU operations and at times, uncover schemes they weren’t aware of. In addition, our business partners have the opportunity to take center stage and speak on new trends and developments in their own area of expertise to help keep the fraud-fighting community up to date. They also contribute articles on trends to our widely distributed [Journal of Insurance Fraud in America \(JIFA\)](#).
- **Research.** Coalition studies have helped business partners understand the dimensions of fraud and anti-fraud solutions, especially our studies on technology trends, SIU benchmarking and public attitudes. The Coalition has partnered with vendor members to conduct research in a variety of fraud areas.
- **Data.** The Coalition maintains the largest database in the U.S. of people arrested and convicted of insurance fraud. The file is updated daily and members receive data downloads to use in their data and text-mining systems.
- **Compliance.** The members-only section of [insuranceFraud.org](http://insuranceFraud.org) contains a searchable database for all state anti-fraud regulatory requirements. Experts on staff can also help with compliance issues, such as interpretations and direct assistance from regulators, many of whom are Coalition members. A searchable database for insurance fraud laws also is available.
- **Legal assistance.** When courts seek to strike down good fraud laws, the Coalition swings into action with its aggressive amicus curiae program. We file hard-hitting, well-researched briefs that seek to overturn bad court decisions and support ones that support fraud-fighting efforts.

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• **Advocacy.** The fraud-fighting community has benefited greatly from the success of the Coalition's Government Affairs programs. Our model bills have been enacted in more than half the states, giving insurers, law enforcement and prosecutors new tools to fight fraud. In addition to enacting our model bills, the Coalition also works to quash bills that can hurt anti-fraud efforts, such as onerous privacy legislation. The Coalition also sponsors the only grassroots lobbying program to support enactment of fraud laws.

• **Outreach.** The Coalition provides strategies and materials to its members to help its employees, customers and the community at large to understand fraud and the reasons why they should become partners in helping to reduce fraud. Several members have sponsored programs for International Fraud Awareness Week with help from the Coalition. In addition, Coalition communications experts have helped prepare members for media interviews on fraud issues.

The Coalition also offers insurers a variety of outreach materials, including professionally produced videos that they can re-brand to help spread the anti-fraud message.

• **Collaboration.** As a diverse organization that includes many interests, the Coalition is in a unique position to foster high-level cooperation among organizations that may not usually cooperate. This might include bringing in consumer leaders on a state legislative coalition or facilitating anti-fraud efforts between public and private health payers. Our efforts resulted in the creation of several ongoing efforts, including the New York Alliance Against Insurance Fraud and the Healthcare Fraud Prevention Partnership.

• **Insurance Fraud Helpline.** Insurers rely on the Coalition as their source on all things insurance fraud. We have the largest library and rolodex when it comes to fraud issues and people in the fraud-fighting community. We may not always have the answers at our fingertips, but we usually know where to find them.

Bottom line is that business partners consider the Coalition Against Insurance Fraud a great value. That's one reason nearly 30 of the top technology and investigation firms have joined and become active members.