



American
Association of
Neurological
Surgeons

AANS Partner Programs

September 9, 2005

AANS is committed to developing products and services to benefit our members. The expertise our volunteer leaders and professional staff bring to the development of these offerings establishes AANS as the premier neurosurgical organization. At times, members and leaders identify practice needs that would best be served by those with expertise in specialty areas. For those needs, AANS occasionally joins with select outside partners to offer these member services.

Process

AANS reviews a minimum of three external proposals for any program in consideration for AANS Partner Programs. Each proposal is reviewed by an AANS governance committee and evaluated on numerous criteria including:

- Overall quality of the product or service
- How well the product or service meets the identified needs of the neurosurgical community
- The company's reputation in the marketplace
- Service standards
- The company's ability to serve AANS members on national scale
- Proposed for preferred member discounts, pricing or other benefits, policies and standards established by AANS' mission and values (e.g. policies on tobacco companies, etc)
- Any other relevant criteria.

AANS also looks at how well the program fits into our current line of offerings, and what AANS resources might be needed to support it. At times, AANS receives compensation for the value of using the AANS name and reputation, marketing efforts, and sponsorship. These programs provide additional funding that AANS can direct toward educational offerings, member benefits and programs – all of which help AANS contain membership dues.

Any program recommended by a committee for sponsorship is reviewed by the AANS Executive Director, AANS legal counsel and forwarded to the AANS Executive Committee for ultimate approval. All such approved agreements are executed by the AANS Executive Director.

Oversight

Once a program is in place, the AANS committee assigned responsibility for the program continuously monitors it. At the end of each contract term, the committee re-evaluates the program, decides whether or not it is still appropriate and valuable to AANS members, and recommends whether or not the program should be continued. Additional companies might be evaluated as well, through a re-bid process. At any time, a member participating in an AANS Partner Program can contact AANS regarding their experience, and AANS will initiate a review of his or her situation.

What do Sponsored Programs Mean for AANS Members?

Members have the advantage of programs that are AANS-reviewed, often offer advantages such as preferred member pricing or exclusive services, and are continuously monitored by AANS senior management and leadership. AANS decisions are based on what is the best value to our full membership. The program might not be the best value for individual practices – and members may decide another alternative not offered by the AANS is a wiser choice for them. The ultimate decision on whether to participate in an AANS offered benefit is the member's.

What is the Difference Between “Sponsored” and “Endorsed” Programs?

Sponsored programs are AANS programs that are administered by an outside company. The sponsorship is exclusive (administered by only one company). The program could continue to be offered with a change in the company administrator. Endorsements are given to programs or services that an AANS committee reviewed and recommended as a potentially helpful solution to challenges members face, or benefits they might find valuable. Endorsements are not exclusive to one provider; the AANS may review many systems, programs or products and recommend the offerings of several companies in a category.

AANS Pledge

AANS pledges that it will ensure that AANS Partner Programs support our mission and values; that programs do not conflict with AANS interests or discourage public trust. All activities will be governed by AANS leadership and will be continually evaluated as a member benefit. Participation is voluntary, and at any time, members can contact AANS regarding their experience with the program.

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