Pearls of Payer Contracting
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Preparation
- Pull Top 5 Contracts for Practice
- Pull Demographics
- Pull Claims Data

Identification of Payer Groups
- What do Payers need?
- What is the Goal?
- Expansion Initiatives
- HEDIS Scores
- Performance
Data Collection

- SWOT Analysis
- Utilization data by doctor and location
- Frequency of procedures and Diagnostic tests
- Number of new patient visits
- Number of follow up
- Drug Utilization
- Benchmark data against CMS and regional information
- Practice expenses
- Surgical outcome data

Elements to be Included in a Contract

- Define services to be provided
- Define Inclusion / Exclusion criteria
- Authorization process or retrospective review
- Expiration Date of Agreement
- Termination / Cancellation Clause
- Process for including new services / rate
- Late payment and interest to be paid
- Claims appeal process
- Conflict resolution procedure
- Define timely claim filing

Contract Negotiation

- Previous Contract Review
- Issues with Previous Contract
- Language of Contract
- Changes to be Made
- Demographics of Populations
Compensation Structures

- Fee for Service
- Capitation
- Performance Based
- Cost Savings or Shared Savings
- Tiered Drug Therapy
- Blended Rate by Payer

Strategies and Tactics for a Successful Negotiation

- Elements of Negotiations
- Finalizing the Deal

Monitoring a Contract after the Deal

- Drug Use
- Expiration Dates
- Termination Clause
- Performance
- Utilization and Payments
- Inclusion / Exclusion
- Authorization Process
- Denials