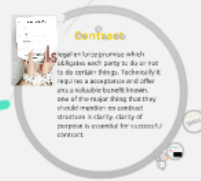


Revenue-Sharing Contracts Across an Extended Supply Chain

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Presenter...

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Agenda:

- Introduction
- Why is understanding legal issues in contracting important?
- Understand the necessary steps and considerations in negotiating a managed care contract.
- Understand the typical format of a managed care contract.
- Understand common clauses and provisions in managed care contracts.
- Understand the key issues underlying the terms of a managed care contract.
- Appendix.
- Summary.
- Questions

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Negotiate,

A give and take discussion that attempts to reach an agreement or settle a dispute.... " (Nolo's Plain English Law Dictionary)

Goal

Common strategies

What's involved

Negotiation
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• Ways to alleviate provider concern
• negotiating
• self disclosure
• financial health
• demographic profile
• provider panel

Negotiation Process:
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• Contract types
• fee-for-service
• risk-sharing
• capitation

Areas of Negotiation
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• Contract types
• fee-for-service
• risk-sharing
• capitation
• self disclosure
• financial health
• demographic profile
• provider panel

Self Disclosure
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Negotiation

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- Ways to alleviate provider concerns/suspicious
- self disclosure
- financial health
- demographic profile
- provider panel

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Negotiation Process:

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- Contract types
- fee-for-service
- risk-sharing
- capitation

Areas of Negotiation

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certification
ref

Areas of Negotiation

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- precertification requirements
- client referrals
- scope and nature of patient information to be provided to MCO
- geographic limits
- claim submission and payment procedures
- calculation of trigger points



A Contract...



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