

Insurance Provisions

- No fault
- Care options
- Notifications

Provider Network Issues

- Primary Networks
- Secondary Networks
- Contractual provisions regarding obligations to participate in such networks have generally not been resolved
- Tiers Networks

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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Introduction:

Contract

Contract is a promise which obligates each party to do or not to do certain things. Technically it requires a certain purpose and a force or value to be a contract. However, one of the major things that they should mention in contract documents is clarity. Clarity of purpose is essential for successful contract.

Presenter

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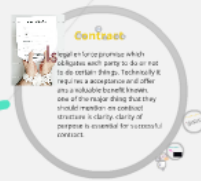
Provider Obligations

Provider Qualifications and Credentialing

- These are the representations and warranties that show the provider meets the applicable requirements
- They include a valid license
- The contract should have a provision for the provider to comply with all requirements outlined in the agreement

Relating to Peapod

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Presenter...

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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
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• capitation
• self disclosure
• financial health
• demographic profile
• provider panel

Self Disclosure
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Negotiation

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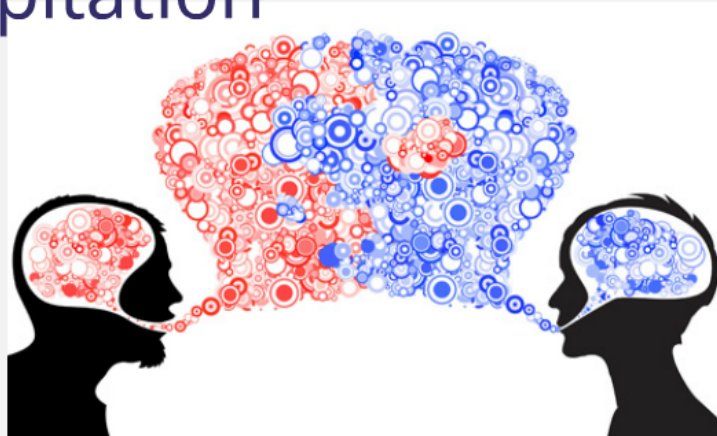
- Ways to alleviate provider concerns/suspicious
- self disclosure
- financial health
- demographic profile
- provider panel

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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
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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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