

## 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

Thecasesolutions.com

## Introduction:

### Contract

Agrees for a promise which obligates each party to do or not to do certain things. Substantive requires a acceptance or offer plus a valuable benefit to one of the other thing that they should mention in contract structure is clarity clarity of purpose is essential for successful contract.

## Insurance Provisions

- Primary
- Secondary
- Coordination

## Provider Network Issues

- Primary Networks
- Secondary Networks
- Contractual provisions obligating physicians to participate in a network have generally not been obvious
- Hybrid Networks

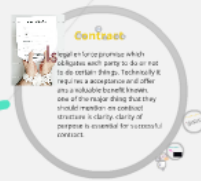
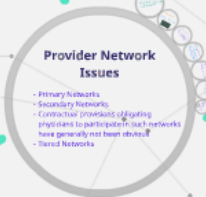
Presenter  
Thecasesolutions.com

## 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

Let Them Talk! Managing Primary and Extended Online Brand Communities for Success  
TheCaseSolutions.com



**Let Them Talk! Managing Primary and Extended Online Brand Communities for Success**

**TheCaseSolutions.com**



**Presenter...**

**[Thecasesolutions.com](http://Thecasesolutions.com)**

# 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

[Thecasesolutions.com](http://Thecasesolutions.com)

# Thecasesolutions.com

## 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**  
**Thecasesolutions.com**  
• Ways to alleviate provider concern  
• negotiating  
• self disclosure  
• financial health  
• demographic profile  
• provider panel

**Negotiation Process:**  
**Thecasesolutions.com**  
• Contract types  
• fee-for-service  
• risk-sharing  
• capitation

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

**Self Disclosure**  
**Thecasesolutions.com**  
• Contract types  
• fee-for-service  
• risk-sharing  
• capitation  
• self disclosure  
• financial health  
• demographic profile  
• provider panel

## Negotiation

# Thecasesolutions.com

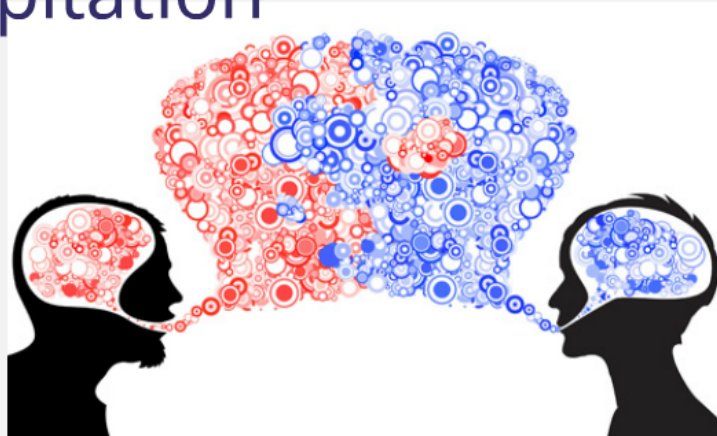
- Ways to alleviate provider concerns/suspicious
- self disclosure
- financial health
- demographic profile
- provider panel

ation Process:  
tions.com

# Negotiation Process:

## **Thecasesolutions.com**

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



Areas of Negotiation

**Thecasesolutions.com**

certification  
ref

# Areas of Negotiation

## **Thecasesolutions.com**

- 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...



**Thecasesolutions.com**