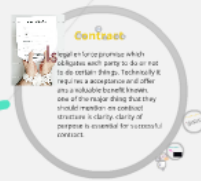


# Relational Contracts and the Roots of Sustained Competitive Advantage

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# Relational Contracts and the Roots of Sustained Competitive Advantage

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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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# Contracts and the

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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

4th  
The Cases of Negotiation

## Negotiation

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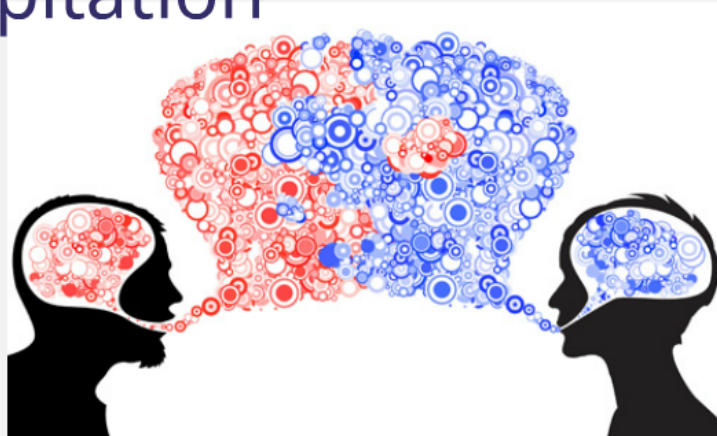
- Ways to alleviate provider concerns/suspicious
- self disclosure
- financial health
- demographic profile
- provider panel

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# Negotiation Process:

## **Thecasesolutions.com**

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



Areas of Negotiation

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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...



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