

# Managed Care Contracting and Consulting

## Optimizing your payer contract reimbursement

### Overview

Finding a payer contract solution that results in optimal reimbursement is essential. It can also be complex and time-consuming. The managed care contracting and consulting (MC3) team at Vizient® works as your managed care department, freeing up your time by taking the lead or partnering with you in negotiations.

### What our consultants bring:

- Managed care contract portfolio strategy development
- Payer contract rate and language review and recommendations
- Comprehensive assessment of contract reimbursement impacted by CDM, including identification of opportunities for increased revenue.
- Strategic, data-driven contract negotiations
- Resolution of contract-related issues that negatively impact reimbursement: denials, underpayments, credentialing, etc.
- The expertise to help level the playing field against dominant regional and national payers

### The managed care contracting and consulting team:

- Partners with critical access, subacute, specialty hospitals and acute care health systems
- Negotiates on behalf of hospitals, physicians, ancillary services and physician hospital organizations
- Negotiates contracts for commercial, governmental and worker's compensation products
- Ensures current, industry-standard contract language and rate methodologies are used to maximize reimbursement
- Advises on your current and proposed payer contracts and amendments
- Provides a collaborative, data-driven, and strategic approach to managed care contracting, which includes, benchmarking, identification of contract improvement opportunities, prioritization of opportunities in the contract portfolio, and a targeted approach to each contract negotiation.

**“The dominant plan in our market sent us a 19% rate reduction. Yet, after a very tough 16-month negotiation, we ended up with an overall increase! We could not have accomplished this without our negotiation partners. They gave us the detailed analysis, guidance and expertise—week in and week out.”**

**Chief Financial Officer**  
Vizient member hospital in Oklahoma

**“MC3 brings the industry understanding and know-how which helps our hospital keep up in these crazy times. The MC3 team provides us the consistent support we need, as a small, independent hospital, to negotiate with Insurance companies. Their expertise and understanding of the value of the ‘why’ behind contract language is critical. With MC3 by our side we are taking a stronger tone and firmer stance on the important issues in negotiations.”**

**Director of Finance**  
Vizient member hospital in Nebraska



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As the nation's largest member-driven health care performance improvement company, Vizient provides solutions and services that empower health care providers to deliver high-value care by aligning cost, quality and market performance. With analytics, advisory services and a robust sourcing portfolio, we help members improve patient outcomes and lower costs.