

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



To learn more, contact
Gina Simmons at (913) 319-6290
gina.simmons@vizientinc.com,
or
Davia Barber at (303) 800-7352
davia.barber@vizientinc.com

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.