

BRIDGING CONTRACT NEGOTIATIONS BETWEEN PAYERS AND PROVIDERS



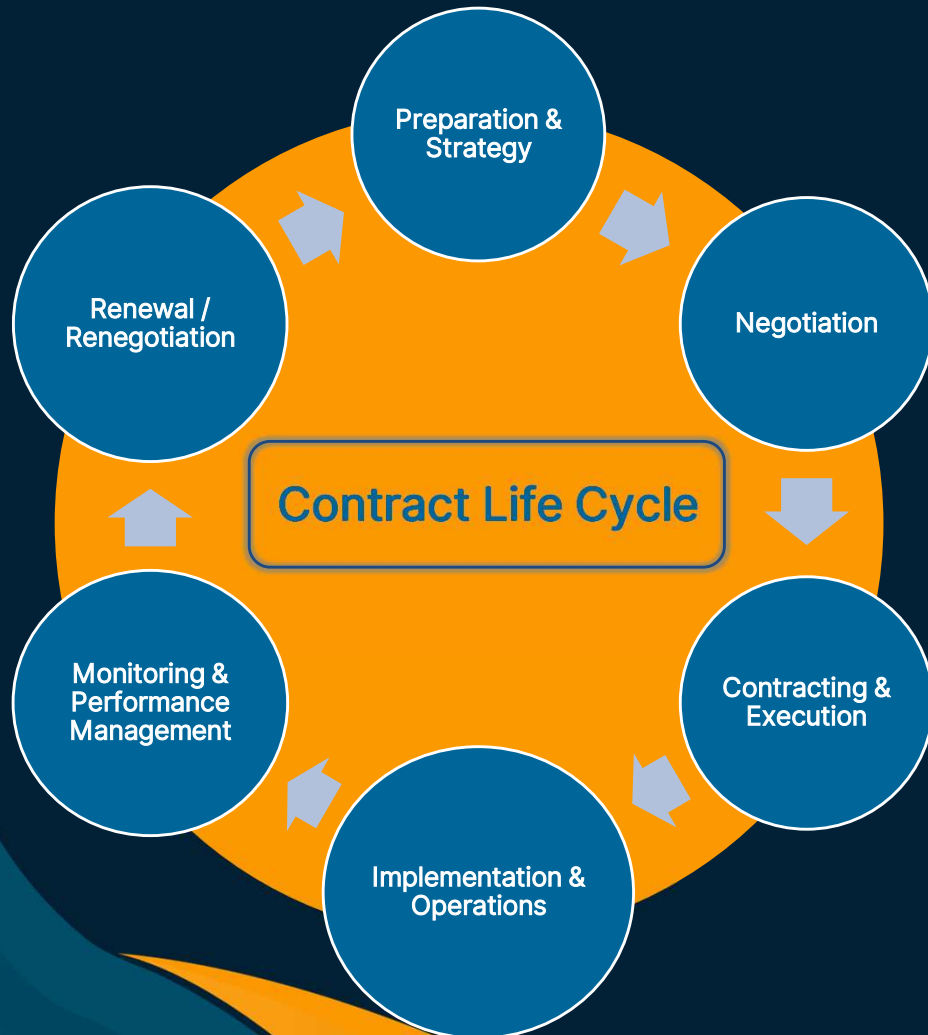
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WHAT WE ARE ALL REALLY THINKING...



Managed Care Contracting



Managed care contracting is the process where healthcare providers (hospitals, physicians) and payers (insurance companies) negotiate and formalize agreements to cover patient care.

- Agreements that define payment terms, covered services, performance expectations, and operational rules
- Contracts set the financial, clinical, and administrative framework for how healthcare is delivered, reimbursed, and evaluated between providers and insurers.



Today's Importance of Bridging the Payer-Provider Divide in Contracting

**Margin Pressures
on Providers**

**Cost Containment
Pressure on
Payers**

**Shift to Value-
Based Care**

**Rise of Price
Transparency**

**Increasing
Contract
Complexity**

The Healthcare ecosystem is built on contracts - they define reimbursement, risk, and relationships

Challenges Creating the Payer-Provider Divide in Contracting



Misaligned Incentives

Limited Shared Data

Manual Processes

Reactive vs. Proactive Management



PREPARATION & STRATEGY



Roadblocks With The Strategy



Post-Signature Realities

Claim Adjudication Issues

Underpayments & Denials

Contract Terms Not Operationalized

Limited Performance Visibility



Internal Pain Points

Manual
Tracking &
Workflows

Fragmented
Contract
Storage

Lack of Real-
Time Insights

Difficulty
Modeling
Changes

Compliance
Risks



Forms of Synergy between Business and Government

Through strategic partnerships, the business world and government can achieve synergy through joint infrastructure development, support for pro-business policies, and collaboration in human resource development. Government regulations and fiscal incentives can be beneficial, but business also plays a role in investment, innovation and job creation



CHALLENGES AND OPPORTUNITIES IN REALIZING SYNERGY

Challenges in realizing synergy between business and government include complex bureaucracy, limited infrastructure, and differences in priorities between the public and private sectors. However, behind these challenges, there are great opportunities that can be exploited, such as developments in digital technology that speed up business processes, broad domestic market potential, as well as opportunities for cooperation in strategic sectors such as renewable energy and creative industries.



Case study

Case studies of successful collaboration between the business world and government can be seen from how strategic partnerships are able to develop local economic potential. Through government policy support, such as ease of licensing and infrastructure development, the business world can invest and develop leading sectors



Presentation Conclusion



In conclusion, the key to encouraging sustainable and equitable economic development lies in the synergy between the business world and the government. The creation of this collaboration will foster an ecosystem that supports business growth, improving the quality of human resources, and strategic infrastructure development





QUESTIONS?

-WHAT TO ASK-

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THANK YOU

