

What's Included in a Managed Care Contract?



Services covered



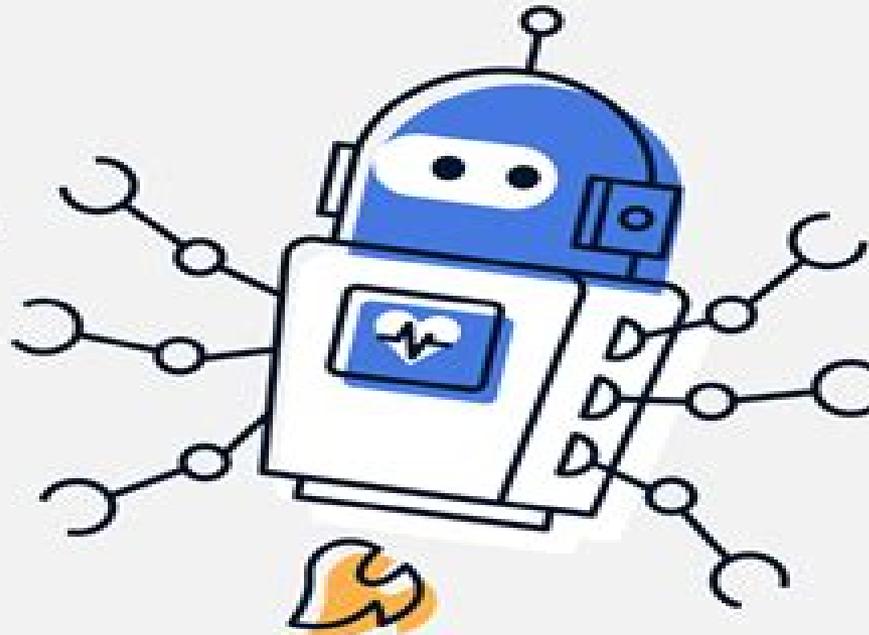
Providers who will deliver services



Timeframe
a payer has to
reimburse providers



Timeframe
a provider has
to submit a claim



Notice period for terminations
or negotiations

Managed Care Contracting

Lisa Spoden, John M. Kirsner



Managed Care Contracting:

Managed Care Contracting Wendy Knight, 1997 This book provides physician executives and medical group managers with a next generation reference on the managed care contracting process This handbook will educate health care providers about managed care contracting how the contracting process works what a standard practice contract looks like and why certain provisions are included what questions to ask and how to evaluate a capitation rate Provides pertinent information from professionals in the field

Managed Care Contracting William A. Garofalo, Eve T. Horowitz, Thomas M. Reardon, 1999-01-06 Today's health care marketplace is highly competitive requiring managed care providers to contract with dozens of insurers to survive Each of these contracts comes with their own unique terms and conditions making the contracting process overwhelmingly complex and giving many health care executives major headaches Written by three of the country's leading health care consultants and attorneys Managed Care Contracting is the first book to offer executives with no legal background practical step by step advice on how to create winning contracts between health care organizations payers and employers In straightforward language free of legalese and jargon this much needed resource demystifies managed care contracting and prescribes some critical advice for hospital and physician group practice executives The authors present helpful guidelines for evaluating the various types of managed care contracts and explain the most significant terms and concepts executives are likely to encounter A treasure trove of information for health care executives no matter what their experience level Managed Care Contracting Examines how to develop a contracting strategy Reviews the fundamentals of negotiating the contract Frames the key steps in the contracting process Provides a managed care contract negotiations checklist Dissects sample hospital and physician contracts Analyzes the contract risk factors by the type of payment explores the implications of changing financial incentives Outlines the most up to date information in the regulatory environment Includes illustrative examples and helpful tables and charts For health care executives who are just beginning the complex contracting process and for the more experienced who require the most current information on the topic Managed Care Contracting provides the knowledge and tools they need to succeed Managed Care Contracting is a very timely

The Managed Care Contracting Handbook Maria K. Todd, 2009-03-26 Managed care contracting is a process that frustrates even the best administrators However to ignore this complexity is to do so at your own expense You don't necessarily need to bear the cost of overpriced legal advice but you do need to know what questions to ask what clauses to avoid what contingencies to cover and when to ask a lawyer

Managed Care Contracting Douglas A. Conrad, 1996 However successful managed care contracting is a daunting challenge requiring a range of skills from creating an organizational vision and strategy to pricing specific services Managed Care Contracting provides all the necessary tools to meet the challenge of managed care contracting

Contracting with Managed Care Organizations Joseph A. Welfeld, FACHE, 1996-05-29 From preparing for the shift to a managed care environment to negotiating the terms of managed care

agreements this executive briefing offers guidance for evaluating and negotiating with managed care organizations MCOs to create important strategic relationships and details the steps necessary to execute a strategic approach to managed care contracting The author describes the key performance indicators for evaluating an MCO and offers valuable insight into an MCO s contracting requirements and provider network strategy Also outlined are the essential operational and functional components in managed care agreements and ways for the health care provider to control or limit risk Additionally Contracting with Managed Care Organizations provides a unique clause by clause comparison between an undesirable and a desirable hospital agreement with an MCO Managed Care and Capitation Contracting for Home Health Agencies Ann W. Ino,Liz Osborne,1996 This comprehensive manual will guide home health executives through the maze of capitation at risk contracting the development of operational systems etc Contracting strategies writing proposals financial issues and quality management are covered Sample contracts agreements proposals and spreadsheets will further enhance the manual s usefulness **Managed Care Contracting Handbook** Cynthia F. Reaves,Robert M. Keenan,2001 **Top Managed Care Contracting Clauses** Peter Robert Fisk,2007 As a provider your survival hinges on your ability to maximize reimbursements from managed care contracts and control access to agreed upon discounts But money lost at the time of service or through the collection process is often determined well before the patient ever comes through the door In many cases that money was lost back when the contract was negotiated Top Managed Care Contracting Clauses A Toolkit for Providers contains practical strategies and tools for any organization facing the prospect of negotiating a new managed care contract Medicaid Managed Care Contracting Guide Patricia K. Barry,Sharon Connors,Medimetrix Consulting,Center for State Health Care Strategies,Robert Wood Johnson Foundation. Medicaid Managed Care Program,1997 Health Care Contracting, 2000 ,1999 **Managed Care Contracting** Reed Tinsley,1999 This book provides thorough guidance on how to successfully negotiate both discounted fee for service and capitated managed care contracts and offers strategies designed to improve managed care contracting relationships *Managed Care Contracting Manual* Michelle A. Grimm,James G. Wiehl,1995-12-01 If your hospital is thinking about doing business with a managed care plan or wants to revise an existing agreement this valuable reference source can help you successfully analyze negotiate and implement your contracts This practical manual includes sample contract language techniques to evaluate a contract financially tips on developing a plan profile negotiating strategies sample HMO and PPO contracts and more Free Bonus Includes the Managed Care Contracting Source File Sample Agreements and Contract Language on Disk **Managed Care Contracting Report for Behavioral Health and Social Service Programs** Monica E. Oss,John H. Clary,1998 Where do you start when you have a managed care contract to review This contracting report walks you through the process It also has information about some of the current marketplace dynamics and contracting practices Special sections are included on cracking the closed managed care network and the range of available risk based contracts *Negotiating Managed Care Contracts* Medical Management

Institute,1994 Negotiating and Contracting in Managed Care ,1993-12-01 **The Psychiatrist's Guide to Managed Care Contracting** ,1997 Because of growing enrollment in managed care plans psychiatrists are finding it necessary to sign contracts with managed mental health care programs in order to receive third party payment These contracts often lead to complications and form a key area of concern for clinicians The Psychiatrist s Guide to Managed Care Contracting helps psychiatrists make sense of the legal issues arising from their managed care contracts In a step by step manner this useful guide develops the framework for the crucial decisions that must be made and highlights the strategies a psychiatric practice can employ to shape the contract in its favor It reviews standard contract provisions and the issues involved so that potential problems can be identified early in the negotiating process The Psychiatrist s Guide to Managed Care Contracting also details the essential groundwork and preparation that should be completed before a psychiatric practice enters negotiations including practice assessment financial planning marketing and the development of administrative support Equipped with this knowledge and advice psychiatrists can negotiate from a position of strength and develop a favorable contract that ensures the survival and prosperity of their practice **Managed Care Contracting** Maureen E. Corcoran,Gary Scott Davis,1996 *Managed Care Contracting Survival Guide for Healthcare Providers* Lisa Spoden,John M. Kirsner,2006

Managed Care Contracting Handbook American Hospital Association. American Academy of Healthcare Attorneys. Managed Care Contracting Manual Task Force,1997 Transitioning to Alternative Payment Models Doral Jacobsen,Nanci Robertson,2016-10-01 This book s goal is to offer medical practice leadership teams practical guidance on navigating the shift from volume based to value based managed care contractual relationships Medical practices both independent and affiliated that understand how their organization can and should position themselves for the future will have a significant advantage over the competition Honestly identifying where you are and defining where you want to be begins with developing a clear understanding of national and local market dynamics identifying potential arrangements within your local market and applying those factors to your organization s goals This exercise can ultimately inform your value proposition which becomes the cornerstone of your managed care contracting strategy The book will cover in detail the most common alternative payment models and what your practice should do to prepare for this transition Models detailed include Pay for performance Bundled payments Shared savings Capitation

Unveiling the Magic of Words: A Report on "**Managed Care Contracting**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their power to kindle emotions, provoke contemplation, and ignite transformative change is really awe-inspiring. Enter the realm of "**Managed Care Contracting**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve in to the book is central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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