



Provider Contracting Strategy

How does your contracting strategy compare to your competitors and market peers? Are your contracting methodologies current? Does your contracting strategy synergistically contribute to your plan's success? Are you proactively working with providers to develop win-win contracts?

As health care continues to increase at higher than desired rates, plans are looking for a solution and often turn to a review of their provider contracting strategy. Only when the underlying contracting strategy is appropriately established, can contractor negotiators achieve desired results. Today's contracting strategies need to consider contemporary care management approaches, new and emerging products such as tiered networks and consumer driven healthcare, and provider attitudes towards all of these developments.

How can AHP help?

AHP consultants have extensive experience with and knowledge of market trends for provider contracting. We have been at the forefront of contracting developments and continue to provide creative solutions to contracting challenges. Our approach is to:

- Review your current contracting approach and strategy
- Compare current approach and strategy to local and national competitors
- Determine to what extent your approach and strategy has negatively impacted your plan's performance
- Provide recommendations to improve your approach and strategy
- Financially model current and recommended approaches to demonstrate value of implementing changes
- If necessary, provide contract negotiation support to expedite implementation of approach and strategy

Why Axene Health Partners?

AHP consultants have access to significant provider contracting information. We have developed a structured assessment methodology to review an organization's contracting effectiveness. Our broad industry exposure and market awareness provides a unique and valuable resource to improve your provider contracting process and strategy. Our multi-disciplinary consultant model provides a robust approach to improve your performance and expedite provider acceptance of your proposed methodologies.

For more information, contact us at info@axenehp.com.

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