

# Managed Care Contracting Handbook Planning And Negotiating The Managed Care Relationship

**Encyclopedia of Business Information Sources** - Linda D. Hall 2008

Each updated edition of this detailed resource identifies nearly 35,000 live, print and electronic sources of information listed under more than 1,100 alphabetically arranged subjects -- industries and business concepts and practices. Edited by business information expert James Woy.

**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.

**Dun & Bradstreet/Gale Group Industry Handbook: Insurance and health & medical services** - 2000

Each part contains these chapters: Industry overview -- Industry statistics & performance indicators -- Financial norms and ratios -- Company directory -- Rankings and companies -- Mergers & acquisitions -- Associations -- Consultants -- Trade information sources -- Trade shows.

**Managed Care Strategies** - George B. Moseley 1999

This book is a guide to strategic training for physicians in an era of managed care. The first half of

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the book provides a step-by-step process to help physicians take their practices into the new world of integrated delivery systems. The second half of the book covers a variety of key topics such as credentialing, reimbursement systems, and utilization management.

*Searching the Law, 3d Edition* - Frank Bae 2021-12-13

### **Managed Care** - Wendy Knight 1998

Managed Care: What It Is and How It Works, the title says it all! This introduction to managed care is a must have for managed care professionals new to the industry, health care professionals who traditionally have had limited exposure to managed care, and professionals in other industries eager to capitalize on the business opportunities generated by managed care. It also serves as a textbook or supplemental reading for health-related courses in public health, medical, nursing, allied health, business, and public policy schools and programs.

## **The Managed Care Relationship**

~~This book provides the reader~~ with the basic structures, concepts, and practices of managed care in a concise, easy-to-read format. Winner of the 1998 AJN Book of the Year Award in the Managed Care category.

### **Physician Integration & Alignment** - Maria K. Todd 2012-11-05

Today, with physician and hospital reimbursement being cut and tied to quality incentives, physicians and health plans are revisiting the concept of integration. Payers are demanding that the industry do more with less without sacrificing quality of care. As a result, physicians again find themselves integrating and aligning with hospitals that have the resources they lack or must develop together. Written by an acknowledged expert in the field of physician integration and managed care contracting, *Physician Integration & Alignment: IPA, PHO, ACOs, and Beyond* examines physician integration and alignment in the current healthcare market.

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It outlines the common characteristics of integrated groups and various organizational structures, and also explains how you can avoid making the same mistakes of the past. Filled with suggestions and ideas from successfully integrated practices, the book: Identifies industry drivers for the resurgence of integrated models and the need for aligned models Provides a look at the common characteristics of integrated and aligned groups and how the components can work together Discusses antitrust and other regulatory concerns present when considering the right organizational and management structure Offers time- and money-saving checklists, lessons learned, models, and templates—saving you thousands of dollars in consulting fees Maria K. Todd provides readers with the vision and practical tools needed to organize their business entities in a manner that will maximize economic clout and provide quality of

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care for both the hospital and physician group. This much-needed resource includes helpful insights on topics such as declining physician reimbursement, declining margins, physician shortages, physician-hospital competition, rising practice investment requirements, the return to capitation as a payment mechanism, and recent changes in the relationships between physicians and health systems. Maria currently is the principle of the largest globally integrated health delivery system in the world with over 6,000 hospitals and 85,000 physicians spanning 95 countries. She has developed more than 200 integrated and aligned IPAs, PHOs, ACOs, MSOs and healthcare clusters in her career.  
*Compliance for Coding, Billing & Reimbursement* - Duane C. Abbey 2008-04-02  
While the vast majority of providers never intend to commit fraud or file false claims, complex procedures, changing regulations, and evolving technology make it

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nearly impossible to avoid billing errors. For example, if you play by HIPAA's rules, a physician is a provider; however, Medicare requires that the same physician must be referred to as a

### **Encyclopedia of Business Information Sources** - Gale Group 2003

Each updated edition identifies nearly 35,000 live, print and electronic sources of information listed under more than 1,100 alphabetically arranged subjects--industries and business concepts and practices. Edited by business information expert James Woy.

### The Managed Care Contracting Handbook - Maria K. Todd 1996

Today's managed care contract arrangements require that the provider understand the mechanics, legal aspects and market share implications of single signature, network-oriented, capitated and discounted fee-for-service payment arrangements. This work provides this information and shows the reader how to: evaluate both payer-proposed

## **The Managed Care Relationship** and self-authored managed

care agreements; position their facility and services to secure and maintain managed care agreements that will yield opportunity for more patients and new business; negotiate a profitable managed care contract using suggested techniques for evaluating the capitation rates provided by prospective payers; and develop a capitation rate from their own data and data supplied by the payer.

### *Contract Issues and Quality Standards for Managed Care* - United States. Congress. House. Committee on Commerce. Subcommittee on Health and the Environment 1996

### Managed Health Care in the New Millennium - David I.

Samuels 2011-12-05

David Samuels, a leading authority on financial models in healthcare, draws on his multidisciplinary background in all aspects of managed care to provide an expansive yet detailed perspective of this complex field. Grounded in

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evidence-based modeling, the book's multidisciplinary focus puts the spotlight on core concepts from the standpoints of health plans, hospitals, physician practice, and their respective integrated network models. You'll learn what happened when a country's national health care plan is developed with problematic underwriting, why hospitals will always be victimized at their payer's bargaining table, and even how to improve the current primary care shortage at both 50% less provider costs as well as with triple their members' compliance in wellness care. The book gives you the critical tools to stay ahead of the learning curve, engage patients to take responsibility for their own and their family's health status, and improve your differentiation in a RAPIDLY changing marketplace.

*The Managed Health Care Handbook* - Peter Reid Kongstvedt 2001

This thoroughly revised and updated book provides a strategic and operational

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resource for use in planning and decision-making. The Handbook enables readers to fine-tune operation strategies by providing updates on critical managed care issues, insights to the complex managed care environment, and methods to gain and maintain cost-efficient, high quality health services. With 30 new chapters, it includes advice from managers in the field on how to succeed in every aspect of managed care including: quality management, claims and benefits administration, and managing patient demand. The Handbook is considered to be the standard resource for the managed care industry. H.R. 2976, the "Patient Right to Know Act of 1996" - United States. Congress. House. Committee on Ways and Means. Subcommittee on Health 1998

**Balance** - 2001

*Managed Care Contracting* - William A. Garofalo 1999-01-06  
Today's health care marketplace is highly

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competitive, requiring managed care providers to contract with dozens of insurers to survive. Each of these contracts comes with their its 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

~~The Managed Care Relationship~~  
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

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to succeed. "Managed Care Contracting is a very timely

### **The Hitchhiker's Guide to Improving Efficiency in the Clinical Laboratory -**

Frederick L. Kiechle 2002

### **Getting Started in Private Practice -**

Chris E. Stout  
2010-06-10

All the tips and tools you need to build a successful mental health practice from the ground up. Many mental health professionals currently working for group practices, hospitals, and private or government agencies have both the skills and the drive to become solo practitioners. But how and where do you begin? Getting Started in Private Practice is a reliable reference that offers the comprehensive information and armchair motivation you need to establish and build your own practice from the ground up. User-friendly and full of helpful tips, this handy book provides you with tools and techniques for starting and maintaining a thriving private practice, including information on:

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plan \* Financing your start-up \* Setting fees \* Setting up shop and measuring results \* Minimizing risk \* Managing managed care \* Marketing your practice \* Generating referrals \* Utilizing additional print, Web, and organizational resources From major concerns such as ethics and liability to day-to-day matters like selecting stationery and business cards, Getting Started in Private Practice puts the best solutions at your fingertips. Whether you're a recent graduate or a seasoned pro, this invaluable resource will help you minimize the uncertainty of establishing a solo practice while maximizing the rewards.

### The Managed Care Contracting Handbook, 2nd Edition - 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,

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but you do need to know what questions to ask, what clauses to avoid, what contingencies to cover ... and when to ask a lawyer for help. Decode and analyze reimbursement problems, loopholes, and contract stipulations you are likely to encounter Learn tried-and-true tricks, tools, shortcuts, and techniques to evaluate agreements Negotiate contracts that won't leave you open to unanticipated expenses Written by Maria K. Todd, a seasoned professional in managed care contracting, this handbook is written for managers, analysts, and finance officers who have the daunting task of negotiating contracts for medical services. It offers an in-depth examination of managed care and its organizations and covers key areas, such as pay-for-performance initiatives, reimbursement methods, contract law basics, and negotiating strategies. The Managed Care Contracting Handbook offers critical details and strategic information as well as resources on everything

~~The Managed Care Relationship from HMOs and PPOs to Consumer Driven Health Plans (CDHP), self-funded ERSIA payers, and Medicaid managed care. Fully updates the first edition, which was used widely in the U.S. and overseas. Designed to equip you with the confidence that comes with knowing the right questions to ask and more answers than you are supposed to know, this easy-access resource — Provides a complete overview of managed care organizations Covers contract law basics Presents material that can be used internationally Discusses Medicaid Managed Care Offers an operational evaluation of a typical managed care agreement Includes sample contracts and important checklists, as well as a glossary~~  
**Universal Healthcare and Access to the Lower-Income Population** - E. Charles Ezuma-Ngwu 2021-07-30  
This book presents a research-based exploration of Universal Healthcare and the benefits of healthcare providers' capitation payment method in many developing economies.



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The author begins the research study by describing the history of healthcare in Nigeria and exposes a country's healthcare problem that must be addressed to ensure healthcare access to the low-income population. The book leads the reader through perspectives on the major world's healthcare payment systems, which include (a) diagnosis-related group (DRG); (b) pay-for-performance (P4P); (c) global budgeting payment systems; (d) fee-for-service (FFS) payment system; and (e) a provider-based capitation payment (PBCP) system. The author provides further review on the advent of geospatial mapping and healthcare, PBCP in lower- and middle-income countries (LMIC), and the current conditions at private outpatient medical centers (POMC) in Lagos, Nigeria. The study's qualitative approach called for an inductive and deductive data analysis, with a bottom-up approach to building patterns and a comprehensive

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set of themes. To visualize the results of the predominant fee for Service (FFS) healthcare payment method in many developing economies and its associated catastrophic health outcomes, the study presents geospatial maps of this urban city and the socio-economic issues it produces. To deliver a successful capitation payment model for healthcare providers in Lagos, Nigeria, the author incorporated a framework model that included incentives and sanctions through an indirect principal-agent relationship, where the principal (enrollees) holds the government accountable for the healthcare provider's actions (Baez-Camargo & Jacobs 2013). The study in this book concludes by delivering a visual template for transitioning from FFS based healthcare payment system to a more productive environment for both healthcare providers and patients to deliver and receive quality health outcomes and reach the lower-income population.

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