

Problem

Jacobson's client was responding to a proposal request for a new government sponsored managed care plan. In order to submit a robust proposal, they needed to develop a network of participating providers to meet the member/provider accessibility standards required by the RFP. They were in need of an expert to **negotiate contract terms for the recruitment of providers in existing markets and identify provider targets for network builds in new markets.**

Response

Jacobson quickly supplied a consultant with a background in **managed care and provider network development** and a broad knowledge of legal and contractual concepts from both a payer and a provider perspective. This expert was able to successfully interpret and negotiate complex contracts, amendments, letters of intent, and related legal documents for a variety of provider types.

Solution

The client was able to secure enough participating provider agreements to not just fulfill, but exceed, the member accessibility standards required by the RFP. In addition, **the consultant was able to recruit the providers and meet this accessibility standard well before the deadline.** Further, Jacobson's expert secured the majority of the providers through an amendment versus a letter of intent so no further contracting will be necessary with these providers, should the client receive the bid for the RFP.

Care Management

Provider Contracting and Network Development

Client Type: Health Plan

Project Scope: Negotiating Contract Terms

Duration: 6 Months

Team Size: 1 Full-Time Consultant

