

Network Development

Provider Contractor

Client Type:

Health Plan Organization

Project Scope:

Telephonic/Electronic Outreach

Duration:

6 Months

Team Size:

4 Full-Time Consultants



 **Problem**

Our client was looking to **build a network of healthcare clinicians based on clinician specialty, location and accessibility**. The project required consultants with strong negotiation skills to ensure agreeable provider rates and terms.

 **Response**

Jacobson supplied the client with four provider contractors with **significant negotiation and network development expertise**. In order to build the client's network in their specified territory, the consultants **set targets to meet market-specific needs and executed contracts using methodology requirements**. With a clear plan, the consultants prioritized network needs to develop the provider network the client was looking to build. The experts used interpersonal skills to begin raising collaborative relationships within all levels of the organization.

 **Solution**

The provider contractors immediately **initiated provider recruitment in new markets for Medicare Advantage and commercial products**. The consultants successfully **obtained more than 40 completed contracts to complete networks for the client**. In accordance with market rates, favorable contractual agreements were negotiated and reached for the client and new providers.