

Problem

This client was responding to a proposal request for a **new government sponsored managed care plan**. In order to submit a robust proposal, the organization needed to **develop a network of participating providers to meet required member and provider accessibility standards**. As a result, they needed to target individual private practice providers, practice groups, multi-specialty medical groups, health systems, and ancillary providers such as radiology and audiology facilities.

Response

Jacobson provided a professional with a **background in managed care and provider network development**. The expert **possessed a broad knowledge** of legal and contractual concepts from both a payer and a provider perspective. This individual would be able to assist with contract management and negotiation, health plan operations and provider reimbursement, and proposal preparation and presentation, as well as CPT fee-schedule pricing, financial reporting, access analysis and compliance.

Solution

Due to the consultant's contracting efforts, the client was able to secure enough participating provider agreements **to not only fulfill, but exceed** the member accessibility standards required by the Request for Proposal. In addition, the expert was able to recruit providers and meet the accessibility standard **well before the deadline** – a notable achievement since the company required a customized letter for the initial provider mailing, rather than the standard cover letter that most organizations use.

Care Management

Provider Network Manager

Client Type: Health Insurance
and Managed Healthcare Provider

Project Scope: Provider Contracting

Duration: 7 Months

Team Size: 8 Full-Time Employees

