

Building Community-Based Solutions for Employers of All Sizes

CE Certification

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Title Description (for CE submission)

Direct contracting/negotiating with healthcare providers for the betterment of your clients

Summary Description (for CE submission)

Your clients have money, healthcare providers have goods and services, why can't there be a simple financial exchange between the two that saves money and makes the providers happy too? Their services for our money. There can be, and many providers are more willing to work that out than you may think..... This presentation is about successfully negotiating direct reimbursement agreements between employer groups and healthcare providers such as hospitals, surgery centers, pharmacies, physical therapy centers, primary care clinics, labs, and imaging centers.

Key Takeaways:

- Health Insurance, in many instances, is the most expensive way to finance risk
- Necessary to eliminate "balance billing" issue that comes up with RBP plans
- Getting top dollar isn't always a provider's main objective
- Something for Something: In exchange for better reimbursement rates, what can a health plan offer providers?
- OB/GYN case study
- Low-hanging fruit: Providers who are ready to talk now

Summary Description (for Brokers)

As more employers and their consultants explore alternative funding methods, like level and self-funding, reference-based pricing, or any other alternative funding strategy, directly contracting and negotiating with healthcare providers is a critical part to building a successful solution for your clients.

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Outline

- I. Introductions & Background (5 minutes)
 - a. Background
 - b. The exodus from Status Quo Health Plans
- II. Tying Direct Contracts to Reference Based Pricing Plans (10 minutes)
 - a. Balance Billing Issue
 - b. Creating "Safe Harbors"
- III. Something for Something
 - a. Plan design is important
 - b. Prompt pay clauses
 - c. Buying Futures????
- IV. OB/GYN and Client Case Study (10 minutes)
 - a. State by State average multiple of Medicare
 - b. Free resources to look at data/transparency
 - c. Some local examples (de-identified info)
- V. What you can do NOW (10 minutes)
 - a. Key providers ready to connect
- VI. Summary & Close (5 minutes)
- VII. Questions & Answers (10 minutes)