



# Health Plans, Providers and Current Payment Issues

31st Annual Health Law Conference  
March 28, 2019

Jonathan M. Herman  
Christian K. Puff  
Leah B. Stewart

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## Agenda.

- I. Introduction and General Guidelines
- II. Common Sources of Payment Disputes
  - A. Plan and Provider Mergers and Acquisitions
  - B. Patient Cost-Sharing Issues
    1. Emergency Care and Surprise Billing
    2. Reducing Patient Cost Sharing
  - C. High-Cost Items and Chargemaster Issues
    1. Key Caselaw
    2. Negotiating Clear Contract Terms
- III. Wrap Up and Questions

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## Introduction and General Guidelines

- Know your market
- Know your contract portfolio
- Be wary of impact on patients/insureds

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## Plan and Provider Mergers and Acquisitions

- A. Why is this happening?
- Getting the Biggest Piece of the Pie
    - Taking Risk + Receiving Premium = More \$\$, Right?
    - Maybe
  - Does it work?
    - Payers and Providers Make for Interesting Bedfellows
      - Natural Born Enemies
      - Counter Intuitive Nature of the Business

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First appeared as part of the conference materials for the  
31<sup>st</sup> Annual Health Law Conference session

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