



Health Plans, Providers and Current Payment Issues

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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

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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