



Managing Medicare Managed Care Intensive

November 9, 2021 | 1:15 – 4:30 pm | The Hotel Roanoke

With the emergence of COVID-19 providers have become acutely aware that they must evaluate and tighten every aspect of their business. As the challenges of managing high quality patient care, staff safety and continued financial viability overwhelm even the most established provider, now is the time to go deeper, time to evaluate and make the most of every revenue dollar.

As health plan strategies and operations have evolved, new challenges have emerged that must be addressed. Many health plans have delegated, in part or in whole, their utilization management (UM) and case management activities for special populations to external contracted entities. Consequently, patient/resident access to care, provider administrative burden, and total reimbursement have been negatively impacted. **This change necessitates a more comprehensive evaluation of managed care contracts and the real return on investment (ROI) that each provider is realizing.**

The *Managing Medicare Managed Care Intensive* pulls together relevant existing AHCA/NCAL managed care resources and a new Contract Assessment and Return on Investment tool to assist in evaluating the value of your current managed care contracts. The goal is for these tools to provide you with guidance and information to evaluate your existing managed care contracts and help you identify:

- Which managed care contracts produce ROI?
- Which managed care contracts need to be renegotiated/improved upon?
- Which are your highest priority managed care contracts for renegotiation?
- Which are your highest priority managed care contracts for admissions and marketing?
- Which managed care contracts are not necessary?
- What information does staff need to operate under your existing contracts?
- What processes are missing, or currently exist, to help increase ROI?
- Are payments being made correctly under the terms of your current contracts?
- Are third-party delegation, administrative requirements, or other contract arrangements making contracts more burdensome than they are worth?

During this half day intensive, AHCA/NCAL staff will walk providers through the tools necessary to answer these questions. Preparation for this training will be necessary and pre-work will be distributed prior to the session to ensure you leave with solid answers and understanding of how to evaluate the true ROI for Medicare Advantage contracts.

Note: No information will be shared by presenters or participants that is inconsistent with AHCA/NCAL's and/or VHCA-VCAL's Antitrust Policies.

Presenter

Jill Sumner | Vice President Population Health Management | AHCA/NCAL

Continuing Education

This webinar has been approved for Continuing Education 31 total participant hours by NAB/NCERS—Approval #20221108-3-A79236-DL. Attendance will be monitored throughout the webinar. Partial credit will not be awarded. The webinar will be recorded, but NAB credit is only provided to registered participating attendees of the live session.

Register online: www.vhca.org/calendar. Special pricing available for *Fall Summit & Expo* attendees.