

Infographic: Managed Care Contracting

Out-of-the-box solutions
for getting in-network

THE GOAL:

Get a skilled nursing operator in-network with a sought-after insurer to boost their census and admissions.



LTC Ally's Contracting specialists met with stakeholders from the insurance network and skilled nursing operator to understand each other's needs and offerings.



After conducting extensive research and talking with other healthcare organizations who had worked with the skilled nursing operator, we learned of a hospital that had a relationship with both the operator and insurer.



Our Contracting specialists penned a strong proposal that included all the unique and beneficial services our client could offer the network and their members. We included a letter of support from the hospital that had satisfactorily referred patients to our client's facilities for many years.

THE RESULT:

Our client secured a contract to be an in-network provider.

APPROVED

The operator received over 2,000 skilled nursing stays after gaining this highly sought-after contract with a large network, boosting their census and revenue.