

Managed Care Contracting in the Current Healthcare Environment

Webinar #T3084

DATE AND TIME

December 15, 2016
1:00 - 2:00 p.m. CT

OVERVIEW

The shift in incentives from quantity to quality of care is part of the current healthcare environment in which hospitals and other providers are entering into managed care arrangements with various payors, and it is an important driver of this activity. However, now, as it has been in the past, careful attention to the terms and conditions of the underlying managed care contract is essential to avoiding economically harmful managed care arrangements. In addition to being able to evaluate prospective payors, hospital providers must be able to identify potentially adverse contractual terms and negotiate appropriate alternatives. This course will cover such issues.

TARGET AUDIENCE

Hospital and health system executives and in-house counsel for healthcare providers.

OBJECTIVES

1. Discuss elements of the current managed care contracting landscape.
2. Identify what to evaluate about a payor before beginning contract negotiations.
3. List certain potentially harmful terms in a managed care contract and how to fix them.

FACULTY

Neil W. Hoffman, PhD, Partner
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Neil Hoffman has nearly 20 years of experience providing transactional and regulatory representation to health and

life-sciences clients, including hospitals and health systems, accountable care organizations, long-term care providers, home health providers, and hospice providers, both regional and national, physician groups, and other healthcare providers. This has included representing providers in negotiating managed care contracts.

Alex Foster, Associate

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Alex Foster is a member of the firm's Hospitals and Health Systems Team and Healthcare Real Estate Team. He focuses his practice on providing regulatory counseling for a variety of clients in the healthcare and life sciences industry, including hospitals, nursing homes, ambulatory surgery centers, assisted living facilities, hospices, physician groups and other healthcare providers. Mr. Foster provides guidance on federal and state issues relating to compliance, facility licensure, certificate of need, Medicare and Medicaid reimbursement, and a variety of healthcare transactions.

PRICE

\$195 per connection.

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