



Are you negotiating a good contract or a great contract?

- » Are you fine-tuning contract clauses?
- » Can you clearly identify the best negotiation tactics?
- » Do contract clauses interact with each other to your benefit or detriment?

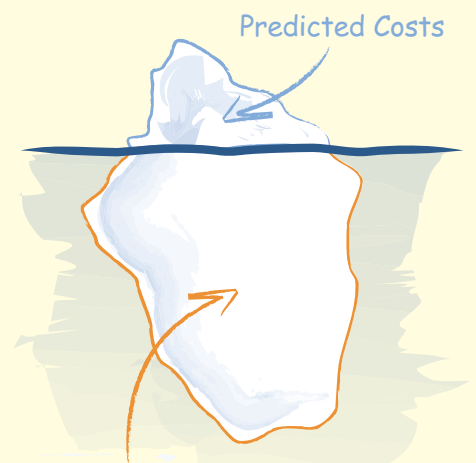
When health care payors are negotiating **critical contracts**, the last thing they want is for the team across the table to have far better information. Any uncertainty, lack of knowledge, or competency gaps in informatics will result in a weak contracting position for health insurance companies.

Our team at Health Plus Technologies is passionate about ensuring that our health insurance customers wring every drop of value out of the contracting process. Our deep knowledge of health care contracts, combined with our healthcare modeling technology allows our customers to:

- ID the best negotiation tactics
- Fine-tune the contract clauses to their maximum benefit
- Understand how the clauses inside a contract interact
- Predict the direct and indirect costs associated with the contract change.

Let us show you how Precidium can help you achieve measurably better results from your contract negotiations.

What you can't see is costing you



Common Gaps in Contract Analysis

- How often will my stop-loss clause impact costs? For how much?
- What is an optimal stop-loss threshold for this contract?
- What happens if I bundle my carve-outs back into case rates?
- How much will inflation impact this contract?
- What services are driving stop-losses and carve outs?
- What will this contract look like in years 2 & 3?
- How frequently am I paying based upon billed charges vs. fixed rate?

