

Breakout Session I – Contract Negotiation
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Description:

The session will address the current environment for negotiating contracts with commercial, governmental and workers compensation payors. The session will review the action to take prior to beginning the contract negotiation process and the steps involved in negotiating new or renegotiating existing agreements. We will discuss the financial analyses necessary to evaluate each agreement and the contract terms of importance.

We will also address market trends impacting private practice negotiations, reimbursement trends and contract language changes we see from health insurers.

Objectives:

The objectives of the session are to review the entire contracting process and ensure attendees have the proper information to evaluate current practice contracts and effectively renegotiate commercial and governmental contracts.