



Hot Contract Issues

PROVIDER PERSPECTIVE

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Benefits of Medicare Advantage Contracts

- ▶ Ability to Negotiate
 - ▶ Payment of medically necessary services that were subject to a technical or administrative denial
 - ▶ Option to rebill services when a different level of care is determined
 - ▶ Negotiate % over CMS to compensate for additional administrative work

Benefits of Medicare Advantage Contracts

- ▶ No retro denials of authorized service
 - ▶ No RAC audits down the road
- ▶ Audits
 - ▶ Payment for records
 - ▶ Standard fee for service contracts
 - ▶ Value-based contracts benefits
 - ▶ Adjustments based on actual claims – no extrapolation

Medicare Advantage Contract Cautions

- ▶ Payment Methods
 - ▶ Follow Medicare standard
 - ▶ What is included in the DRG base rate calculation
 - ▶ Provider Based Billing status
- ▶ Sequestration – other payment adjustments
- ▶ Timing of implementing CMS published updates

Payer Policies

- ▶ Contract to supersede policy
- ▶ Specify Notification period and method for changes and updates
- ▶ Right to renegotiate if negative impact
 - ▶ Changes to reimbursement
 - ▶ Administrative costs

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CMS Medicare Managed Care Manual
<https://www.cms.gov/Medicare/Medicare.html>