

# Take the Guesswork Out of Provider Contract Negotiations

With the right data, you can negotiate with clarity and confidence.

## 1 Guide provider choices with better contract comparisons

### CONTRACT-TO-CONTRACT BENCHMARKING FOR NEGOTIATIONS

Compare multiple provider contracts to identify the most favorable terms. Use the insights to guide provider negotiations and encourage steerage toward preferred providers.



**Applies to:** Medicare | Commercial | Medicaid

## 2 Prioritize contracts to secure better rates

### CONTRACT-TO-CONTRACT BENCHMARKING FOR PRIORITIZATION

Benchmark contracts against each other to determine which ones to prioritize during negotiations to secure more competitive rates.

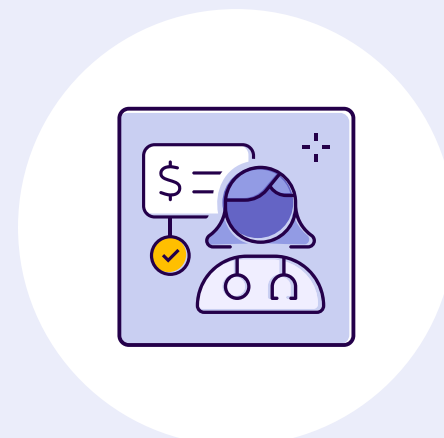
**Applies to:** Medicare | Commercial | Medicaid

## 3 Use Medicare to ensure fair pricing

### CONTRACT-TO-MEDICARE BENCHMARKING

Use Medicare as a standardized benchmark to compare provider pricing across contracts with different structures.

**Applies to:** Medicare | Commercial

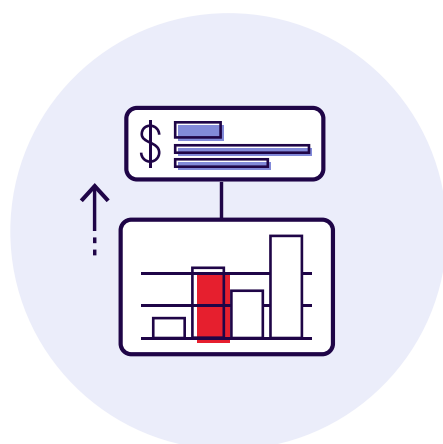


## 4 See the impact of network changes before you commit

### NETWORK DESIGN CHANGE MODELING

Model financial impacts of proposed contract changes to support negotiations and assess cost implications.

**Applies to:** Medicare | Commercial | Medicaid

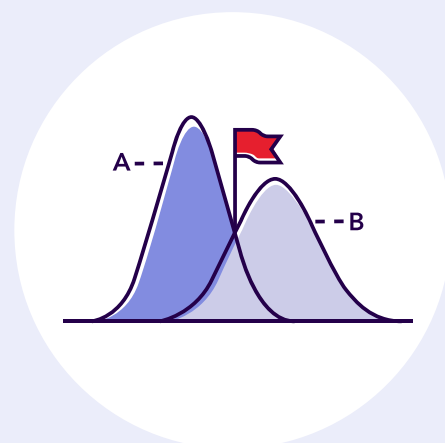


## 5 Catch claim processing errors before they cost you

### ALLOWABLE AMOUNT VS. NET CONTRACT RATE FOR CLAIM PROCESSING QA

Identify claim processing variances by comparing allowable amounts from claims data against recalculated contract rates during modeling.

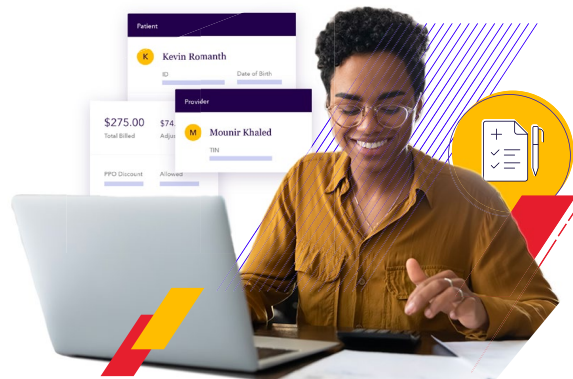
**Applies to:** Medicare | Commercial | Medicaid



## 6 Compare competitor contracts to strengthen negotiations

Compare direct contracts against external networks using in-network MRF files to evaluate contract competitiveness. Use insights to strengthen negotiation positioning.

**Applies to:** Commercial



## 7 Win new business with Medicare benchmarking

### PROSPECT ALLOWABLE VS. MEDICARE FOR BUSINESS DEVELOPMENT

Benchmark a prospect's current allowable amounts against Medicare to assess competitive performance. TPAs can use this comparison to demonstrate potential cost savings and win new business.

**Applies to:** Medicare | Commercial



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