

# A modern approach to contract negotiations

Unlock Smarter Negotiations with Automated Contract Modeling:

Gain Accurate Insights, Predict Change Impact, and Strengthen Your Health Plan's Leverage

Health plans often face challenges with incomplete information and limited time during high-pressure contract negotiations. Traditional methods like spreadsheet comparisons are inefficient and inaccurate. Comparing contracts using various point solutions and processes is time-consuming and diverts the attention of data analysts from other business priorities.

Our automated Contract Modeling tool provides accurate, comparative contract insights, enabling better plan performance and stronger negotiations. With in-depth contract analysis and robust reporting, our solution helps health plans **gain total visibility of network performance, predict the impact of contract changes, optimize provider negotiations, and turn data into actionable insights.**



## Key benefits



### Streamline Complex Processes

Simplify the intricate process of contract negotiations. Quickly compare different contracts and payment methods, gaining valuable insights. Integrate claims data and simulate various payment scenarios to assess the financial impacts of different contract terms. Eliminate human error and accelerate timelines.



### Reduce Time & Enhance Accuracy

Traditional contract analysis methods are labor-intensive and prone to error. Our technology completes in minutes what used to take days, with all Medicare rates and fee schedules already integrated into our system. This reduction in time and enhanced accuracy allows for agile responses to rate changes or new proposals from providers.



### Benchmark Contract Performance

Benchmark provider rates to Medicare, Medicaid, direct contracts, or in-network MRF data. This self-service process provides visibility into claim pricing, supporting confident decision-making and improving negotiating posture to avoid unfavorable contract changes.



### Empower Negotiators with Data

Data-driven insights power negotiations. Contract modeling equips health plans with the previously difficult-to-obtain information necessary to achieve more favorable contract terms. Leverage our Contract Modeling solution for accurate, efficient, more confident contract negotiations that provide a clear, objective baseline and ensure competitiveness and fairness in pricing.

## What sets Zelis apart?



### Pricing Accuracy

Configuration to a variety of pricing methodologies and MRFs. Our expansive library of payment methodologies includes commercial repricing methodologies, Medicaid state programs, and all Medicare Part A & Part B service types.



### Transparency

Our calculation process trail offers visibility to pricing and contract terms utilized.



### Built-In Reporting

The standard automated reporting package also includes ready-made reports.



## Client-provided information



## Realized outcomes



## Ready to transform your contract negotiations?

Contact us today to learn more about how our Contract Modeling solution can benefit your health plan. Visit [zelis.com](https://zelis.com) or scan the QR code to schedule time to see our solution in action.