

Managed Care Contracting Workshop

(Co-hosted by TORCH, TARHC and SORH)

Friday, June 14, 2024 from 9:30am – 3:30pm

Location: Texas Health and Human Services (HHSC), North Austin Complex (NAC), Training Room 1.401 (1st floor): 4601 W. Guadalupe St., Austin, TX 78751

Parking: Free parking is available in the NAC parking garage, located to the side of the building.

Visitor Check-in: Visitors will need to check-in with security and provide driver license or other form of identification

Register for this workshop here: <https://bit.ly/2024MCWS>

Agenda:

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| 9:30am | Welcome & Introductions – TORCH/TARHC/SORH |
| 9:30am – 10:30am | Navigating the Managed Care Payor Contracting Landscape – Jim McCoy, Managing Director, Waypoint Healthcare Advisors <ul style="list-style-type: none">- Fundamentals in MC contracting & negotiation- Deal points in contract (re)negotiation and the consequences of payor contract deals- Managing MC network relationships – why it matters |
| 10:30 – 11:20pm | Health Plan Legal Contracting Issues – Leah Stewart, JD, Reed, Claymon, Meeker, Krienke & Spurck, PLLC <ul style="list-style-type: none">- Managed care legal disputes and litigation |
| 11:20 – 12:00pm | Leveraging Data for Contract Negotiation – LeeAnne Denney, CEO, Lucky Dog Analytics and Jim McCoy, Waypoint Healthcare Advisors <ul style="list-style-type: none">- Strategic uses of price, utilization, cost and payment rate data to get the best deal |
| 12:10P – 1:10pm | Lunch (will be provided)
TORCH CIN: Strategic Opportunity for Joint Value-based Initiatives, Contracting and Negotiation – Paul Aslin, ED, TORCH CIN <ul style="list-style-type: none">- What is a CIN and what is its benefits? |
| 1:10pm – 2:00pm | Straight talk with your community about Medicare Advantage – Lance Lundsford and Stephanie Limb, Co-founders and Senior Partners, Groundswell Health <ul style="list-style-type: none">- Understand the impact of MA and how to level the playing field through effective/impactful communication with your community- Access helpful information for your patients and families |
| 2:00pm – 3:15pm | Unlocking the Managed Care Contracting Black Box – Ed Casteel, CPA, Partner, Trilogy Revenue Cycle Solutions <ul style="list-style-type: none">- Refill your coffee and roll up your sleeves, it's a hands-on working session on red-lining contracts, including denial issues, contract language issues, resolution and strategies |
| 3:15pm | Wrap up |