

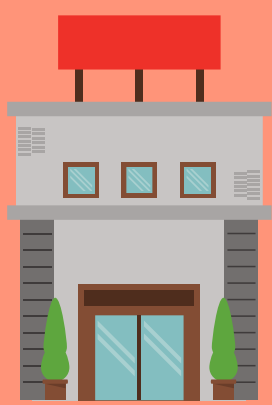
# DIRECT CONTRACTING: 5 THINGS TO CONSIDER

In order for direct contracting arrangements between self-insured employers and medical facilities to fire on all cylinders, the following wheels must be in motion:



## RIGHT CLIENT

Employers have to want to be a pioneer for **CHANGE**. Clients need to possess an innovative mindset that includes a commitment to demanding transparency across the entire healthcare supply chain



## RIGHT FACILITY

Forward-thinking healthcare administrators understand the need for change and the value of this symbiotic relationship. Key cost, quality and current utilization metrics will be foundational to drive a mutually beneficial conversation and outcome



## PLAN DESIGN

The key to success is engagement. Guiding utilization of direct relationships will improve outcomes while lowering costs and enhancing the member experience. Structured advocacy moments, plan design incentives and an overall mindset of making it easy for members to make the right design will drive immediate success.



## COMMUNICATION

With the help of a trusted benefits advisor, employers should schedule an in-person meeting with their local facility's executive staff to discover the strategic merits of working together. Transparent communication on the **WHY** to plan members will drive positive engagement.



## FUTURE

This approach is gaining traction among employers who want to ensure the best possible results for their health plan members. When transparency drive overall plan design, lower costs and improved clinical outcomes follow.