



# LeadingCare Network Texas

Innovative | Post-Acute | Quality | Contracting | Credentialing

## **Network Purpose**

Members of LeadingAge Texas have established a specialized network, LeadingCare Network Texas, whose vision is to maximize the health and well-being of seniors through innovation, cost-effective care management practices, quality improvement activities, and contracting relationships with managed care payors.

## **Network Member Services**

### **Credentialing**

- ✓ New credentialing and recredentialing for network priority payors
- ✓ Complete payor applications and RFPs
- ✓ Troubleshoot provider load and provider setup issues
- ✓ Communicate provider composition updates

### **Contracting**

- ✓ New contracting and renegotiation for network priority payors
- ✓ Value-based and alternative payment initiatives
- ✓ Evaluation of critical contract terms and production of contract summaries
- ✓ Develop and maintain operational relationships with managed care payors
- ✓ Communicate systemic contractual claim issues to payors
- ✓ Provide monthly contracting, market, and industry updates

### **Quality**

- ✓ Quality monitoring and reporting using Ability Carewatch software
- ✓ Monthly quality meetings for best practice and intervention model discussion

## **Network Member Benefits**

- ✓ Assistance with payor contract issues requiring intervention
- ✓ Network association to generate participation opportunities for innovative arrangements
- ✓ Peer mentoring to share best practices and quality improvement strategies
- ✓ Increased referrals and utilization as a result of contract opportunities and favorable terms
- ✓ Network management and committee leadership to direct quality and contracting functions
- ✓ Increased access to payors that may have been previously limited
- ✓ Optimization of reimbursement within current agreements
- ✓ Reduced administrative burden through the use of the network member services
- ✓ Cost effective method to access experienced staff for contracting and credentialing functions
- ✓ Knowledge gained from seven networks and over 300 service providers

### **Network Member Responsibilities**

- ✓ Remain in good standing with LeadingAge
- ✓ Submit required credentialing information and documents as requested
- ✓ Participate in member and committee meetings
- ✓ Participate in the Quality Program by attending monthly meetings and contributing quality data
- ✓ Develop a quality improvement plan when performance falls below network standards

### **Network Membership Cost**

The network expenses are limited to the administration and support of activities that will directly benefit the member organization. The current annual fee structure seeks to proportionally distribute the expense in fair and equitable manner.

### **Network Accomplishments**

- ✓ Developed contracting priorities using enrollment, service area, contracting survey results, and network member feedback
- ✓ Negotiated network and individual agreements in accordance with the established priorities and parameters
- ✓ Renegotiated existing agreements to improve contract language, reimbursement structure, and initiate value-based discussions
- ✓ Provided support to members with contract and billing issues
- ✓ Implemented a quality monitoring program utilizing Inovalon (formerly Ability Carewatch)
- ✓ Completed all credentialing and recredentialing

### **Network Priority Payors**

- ✓ Aetna
- ✓ Amerigroup
- ✓ Blue Cross Blue Shield
- ✓ Cigna
- ✓ Devoted
- ✓ Evry
- ✓ Humana
- ✓ Imperial
- ✓ KelseyCare
- ✓ Molina
- ✓ Superior
- ✓ TriWest
- ✓ United Healthcare
- ✓ WellCare
- ✓ WellMed