

# Contracting demands data.

## Competitive cost intelligence can optimize contract negotiations.

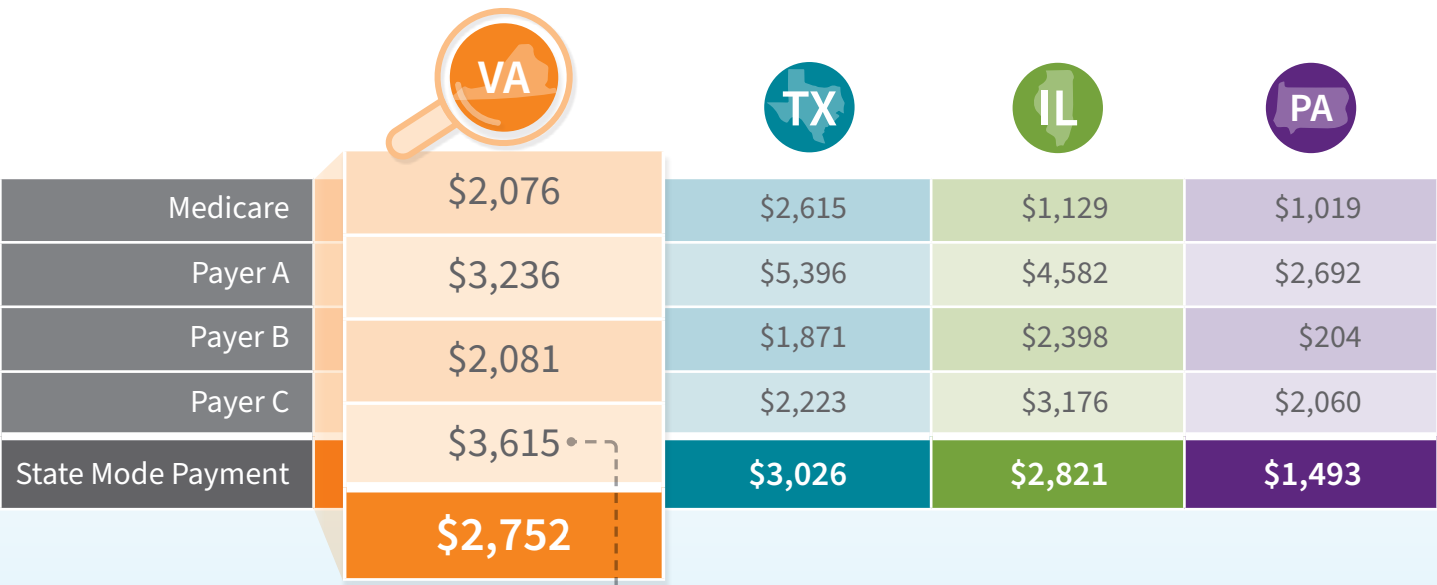
How do your rates compare...

- to your competitors’?
- from state to state?
- nationally?
- by line of business?

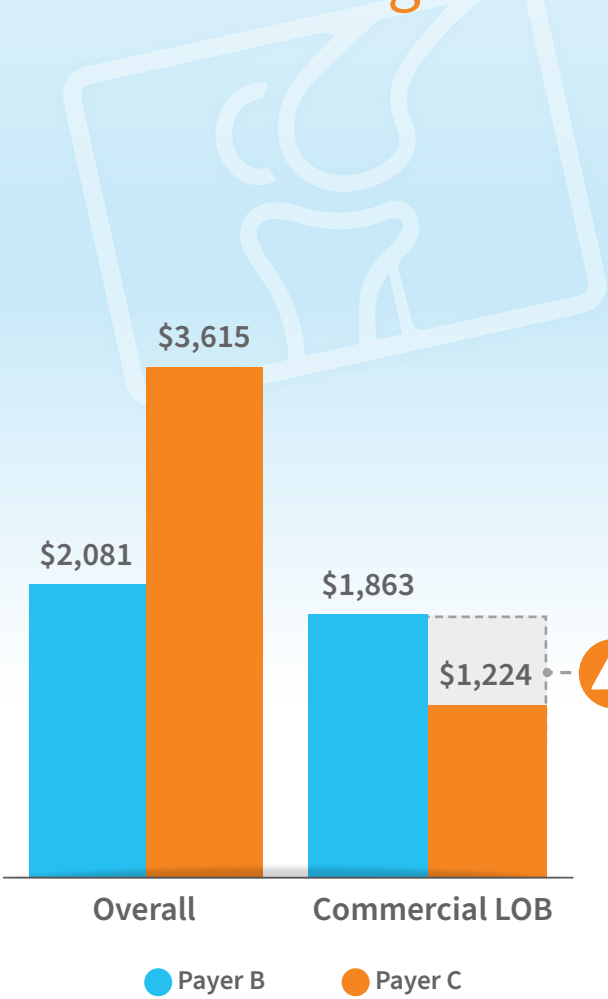


Contracted rates for specific procedure codes can vary widely by health plan and state. For example, below are provider rates for knee replacement surgery, sourced from LexisNexis® MarketView™ de-identified claims data.

What can this data tell us?



Focusing on knee replacements in Virginia...



**Payer A is overpaying in Virginia AND the other states.** They could use this data to drive rates down during contract negotiations.

**Payer B is competitive in their reimbursement for knee replacements,** matching Medicare’s contracted rate and below the state’s mode payment (i.e. most frequent payment).

**Payer C is getting the worst rate in Virginia.** This detail could present an opportunity to negotiate lower contracted rates.

But looking at lines of business (LOB) tells a different story...

While it initially looks like Payer B is in a far more competitive position than Payer C, when we drill down to the commercial LOB **Payer B’s mode payment is actually 52% more than Payer C.** By closely looking at the LOB, Payer B can determine that they are actually receiving a less competitive rate for their commercial LOB compared to their competitors, which can inform their rate negotiations.



With access to 11 million healthcare practitioners, 1.6+ billion annual de-identified medical claims, 1,000+ payers, 165 million unique patients, and the largest database of electronic remitted advice, LexisNexis® MarketView™ claims data provides competitive cost intelligence that healthcare payers need to optimize contract negotiations, recruit and retain providers for their networks and inform future network development strategies.

