Owners

• CHI-Nebraska and Iowa
• Nebraska Methodist Health System-Nebraska and Iowa
• Bryan Health-Lincoln, Nebraska
Service Area

- Iowa, Nebraska, South Dakota
- Boarder communities in contiguous states—Colorado, Wyoming, Kansas, Missouri, Illinois, Wisconsin and Minnesota
Payers

• Three largest payers—approximately 85% of volume
  – Medica
  – Cigna/Great West
  – HealthPartners
Medica

- IFB (Individual and Family Business)
  - Insure - all Iowa and Nebraska counties for 2019
  - Inspire (UnityPoint Health narrow network)
- ACO Contracting for 2020 and 2021
- Currently using UHC’s network for group business accessing medical services in Iowa
Payers

- Cigna/Great West
  - Primarily slices of national accounts in Iowa
  - Uses Midlands Choice in Iowa, Nebraska, South Dakota, and 4 Illinois counties (Jo Daviess, Mercer, Carroll and Rock Island)
  - Leases its national network to TPA’s through its Payer Solutions product
Payers

- HealthPartners
  - Joint insurance company with UnityPoint Health
  - Uses Midlands Choice network in Iowa and Nebraska
  - Negotiating direct arrangements throughout Iowa which take precedence over Midlands Choice agreements
Payer Requirements

• Must pay claims within 30 calendar days after receipt of clean claim, or within 30 calendar days after responsibility for claim has been determined.

• Clean claims must be paid within 45 calendar days or provider may request full billed charges.
More Payer Requirements

• Must provide incentives through benefit plan to use contracted providers

• Midlands Choice logo must appear on ID card
  – Exception: Cigna cards must have an “Away From Home” logo on back of the ID card
What Payers Cannot Do

- No “stacking” of networks
- No reference based pricing
- No “physician network only”
Secure Tools

• Register for a secure web account
  – Claims Tracking System (CTS)
• Submitting/tracking claims
• Print repricing face sheets
Payer Resources

• Where to submit claims
• Where to find eligibility
• Telephone numbers for benefits and claim status
• Listings of payers, individual policies, and Premier employer groups
QUESTIONS???????