

Tribunus Health evaluates providers against a variety of core attributes to enhance their value proposition for payer negotiations. If you are looking to differentiate your practice, here are a few of the areas we recommend you consider:

## Patient-Centric Care and Satisfaction

1

**Patient-Centricity:** Offer flexible appointment options, including virtual visits and extended hours, to improve care accessibility.

2

**Patient Satisfaction:** Highlight positive patient reviews and their willingness to advocate for your inclusion in insurance networks.

3

**Community Engagement:** Demonstrate commitment through wellness programs, educational workshops, and screenings.

## Specialized and Comprehensive Care

4

**Specialized Services:** Offer targeted programs (e.g., pediatric therapy, geriatric care, rare disease treatment) to address specific patient needs.

5

**Chronic Condition Management:** Implement evidence-based practices and holistic approaches to improve quality of life and reduce costs.

6

**Novel Treatments:** Explain how your methods provide better health and financial outcomes compared to alternatives.

## Care Coordination and Quality

7

**Care Coordination:** Emphasize expertise in coordinating care among various healthcare providers for improved outcomes and cost efficiency.

8

**Outcome Orientation:** Implement robust systems for tracking and reporting patient outcomes to prove treatment effectiveness.

9

**Provider Network Dependence:** Highlight your share of experts in a given field for a particular payer, demonstrating your value in solving specific health problems.

By presenting these elements concisely and professionally, you can effectively differentiate your practice, demonstrating value and strengthening your position in payer negotiations.

If you would like Tribunus Health to assist you in your negotiation process, visit our website to request a meeting or reach out to [Namar@TribunusHealth.com](mailto:Namar@TribunusHealth.com)