



THE PATH TO PAYVIDER IS CLEARER THAN EVER.

/// A complete payvider program.

Health systems now have a comprehensive payvider activation solution that allows them to build and grow their own program with confidence while minimizing risk.

Provider acquisition by payors, the continuing shift to value-based care, and payor-provider partnerships that have failed to support the delivery systems are all creating pressures on health systems. Rising costs and labor shortages compound the situation.

Health systems must actively lead the payvider opportunity or be consumed by the market as others seize the opportunity. The challenge? There are many moving parts and a multitude of necessary resources. The process, technology, and specialized expertise required to launch and manage successful integrated delivery and finance systems can be daunting—and risky—for health systems trying to do it on their own.

Becoming a payvider can be a great way to grow revenue and patient volumes and gain valuable market share. But only if it is done strategically.

/// A complete payvider solution.

The Contigo Health Payvider Activation™ program is, quite simply, everything you need as a health system to become a payvider. It's a turnkey solution that includes a full stack of capabilities and proven methodology to help you successfully develop, deploy, and go to market.

Seize the payvider opportunity. Smartly.

Our Payvider Activation program is more than a product; it's a proven method designed specifically to help your health system:

- // Combat payor control of your market by solidifying your own strategy position
- // Capture market share, build relationships with employers, and expand your brand
- // Pursue a clearly defined, tailored path to growing your payvider product
- // Make data-driven decisions with confidence
- // Leverage our proven methodology and comprehensive support
- // Grow your payvider program steadily with minimized risk and complexity
- // Improve your patient mix and establish strategic relationships both in your community and nationally

We do this through:

An integrated platform with everything you need

Payvider Activation is designed to meet your needs every step of the way—from front office to plan operations to back office—including all the people, processes, and technology needed to run your health plan.

A distinct three-phase approach created for success

Our program follows a methodical approach designed to create a smart, lower-risk growth path by starting with your own employee health plan and building success from there.

Right-fit partners that bring right-fit value

We engage our pre-vetted list of right-fit partners—including pharmacy, specialty care management, and ancillary benefits—who align with our philosophies of quality, appropriate care, and cost savings to help maximize value for you.

Contigo Health ConfigureNet™ integration for seamless expansion

Nationwide out-of-network wrap and other network solutions integrate with your domestic provider network to deliver a right-price cost and a seamless member experience.

Affordable stop-loss for payviders

A health-system-specific stop-loss solution offers lower premiums by factoring in your comprehensive care management and population health capabilities.

Build strategically to minimize risk

Year 1

Design and develop your payvider strategy:

Explore capabilities mapping, market analysis, and product development.

Build the critical foundation:

Start and learn from your own employee health plan.

Year 2

Enter the local market:

Establish self-insured pilot programs with local employers.

Year 3

Scale up:

Build on success and expand self-insured scale.

Year 4

Maximize the opportunity:

Based on earned knowledge and confidence, pursue risk-based, fully insured products.

Build your payvider product with the right architect. Contigo Health® is the architect of financially sustainable healthcare. See how we can help you establish a rewarding payvider product designed to expand your health system's reach, improve domestic utilization, and secure valuable relationships with top employers.

Contact your account manager today, or speak with a Contigo Health Sales Advisor at 330-656-1072.

