



AAPAN PROVIDER COUNCIL

The Case for Collaboration

The American Association of Payers, Administrators and Networks (AAPAN) has long represented the non-clinical side of healthcare, working to ensure that the business interests of payers, administrators and networks are well understood, supported and fairly regulated. One of the hallmarks of the association's longevity is helping members navigate the constantly changing healthcare environment. That change is more rapid than ever before.

Legislative, regulatory and policy change that often pits payers and providers – and sometimes consumers – against each other, is driving a great deal of that change. Uncertainty and confusion for all healthcare entities is the result.

This chaotic environment makes it harder and harder for individual healthcare sectors to advocate alone. We have reached a tipping point requiring more unity of voice in the healthcare marketplace to ensure competitive business practice.

Generally speaking, the American healthcare system works best when the “treatment triangle” of payers, providers and patients collaborate on the most-appropriate, cost-effective solutions. So that AAPAN can better achieve its mission as a unifying advocate that respects and balances the unique business needs of the health care market, so that it may more effectively provide patient access to appropriate, quality health care, the association has determined that it must:

- Better involve the provider community
- Build trusting, lasting, mutually beneficial relationships with provider organizations
- Seek provider perspective on a host of business and advocacy concerns
- Develop an ongoing, collaborative approach to developing solutions to these mutual concerns

Mutually Beneficial Engagement and Education

AAPAN's Provider Council program is a board-directed, invitation-only initiative to regularly engage with provider organizations. Specifically, the program aims to solicit their thinking on business and legislative topics, concerns and opportunities. Led by a Provider Council Steering Committee of appointed association board members, the council will be comprised of six to 10 senior-level leaders from of the following provider settings:

- Hospital System/Physician-Hospital Organization (PHO)
- Independent Physician Association (IPA)
- Ancillary Group Practice
- Specialty Group Practice
- Urgent Care/Walk-In Clinics



COUNCIL OBJECTIVES

Build understanding of provider organization pain points in working with health plans and vice versa.

- **Advocacy:** Identify regulatory and legislative issues of mutual concern and opportunities for mutual benefit.
- **Administrative Simplification:** Identify administrative processes that can be simplified and collaborate on solutions.
- **Industry Collaboration:** Collaborate on strategies to improve the healthcare industry overall.

This collaborative approach between providers and payers will produce real solutions and demonstrate to the healthcare arena that we are working together to improve healthcare. Council outputs will be factored into our annual strategic planning process and initiatives. As appropriate, we will promote council activities and solutions through media relations outlets and social media channels.

Your Council Participation Commitment

- In-person attendance at a Regional Insights Summit and participation in the roundtable discussion. Registration fee would be waived for the event.
- One-hour conference calls two – four times per year.
- Council members will be responsible for all costs to participate, including travel, ground transportation and meals not provided.

KEY FOCUS AREAS

- Price Transparency
- Provider contracting, credentialing and directories
- Eligibility and benefits verification
- Reimbursement Models
- Technological innovation
- Cost-shifting to consumers
- Growth of healthcare consumerism
- Expanding reliance on Medicare and Medicaid
- Continuing upheaval in the state healthcare marketplaces
- The Opioid epidemic and alternatives to drug treatment
- Treatment protocols

REGIONAL APPROACH

In 2018, the association expanded its impact by creating several regional chapters – to better serve commercial/government health and workers' compensation organizations operating in the area, to implement programs that speak to local issues.

