

# Key Questions / Considerations Payer Contracting Termination

## Survey Questions

| Survey Questions                                                                                                                                         | Scoring Options | Your Score |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|------------|
| 1 How does aggregate reimbursement compare to other payers?                                                                                              |                 | _____      |
| 2 When was the last increase?                                                                                                                            |                 | _____      |
| 3 What's the percentage of the payer mix?                                                                                                                |                 | _____      |
| 4 If possible, calculate the estimated cost to manage the contract (administrative burden) on an annual basis. How does this compare to other contracts? |                 | _____      |
| 5 What is the projected financial impact to the practice (potential revenue loss annual basis) if the contract is terminated?                            |                 | _____      |
| 6 How will this business be replaced (estimate) if the contract is terminated?                                                                           |                 | _____      |
| 7 Are terms in the contract acceptable?                                                                                                                  |                 | _____      |
| 8 How would termination impact the practice's payer contracting long term strategy?                                                                      |                 | _____      |
| 9 How difficult would it be to terminate the agreement (overall impact)?                                                                                 |                 | _____      |
| 10 What is the impact to the practice's competitive position in the market?                                                                              |                 | _____      |

### Scoring



- 10-23** = High Potential Termination Target
- 24-37** = Medium Potential Termination Target
- 38-50** = Low Potential Termination Target

**Total Points:** \_\_\_\_\_