

# Proposal Evaluation Grid

Practice:

Date:

Average % Medicare Commercial: 120%  
 Cost / Visit: \$ 52.00

Scale
1 - No
2 - Somewhat
3 - Yes

Indicator	Aggregate %		Reim / Visit	% of Cost	Estimated Annual Impact	Term of Agreement		Language Deal	
	Medicare - Pre Negotiation	Medicare - Last Proposal				Acceptable?	Termination Possible?	Breakers?	Decision?
Payer 1	95%	100%	\$ 50.00	96%	\$ 10,000	Yes	No	No	Hold
Payer 2	110%	111%	\$ 60.00	115%	\$ 13,000	Yes	Yes	No	Accept
Payer 3	125%	135%	\$ 63.00	121%	\$ 25,000	Yes	Yes	No	Accept
Payer 4	105%	150%	\$ 58.00	112%	\$ 55,000	Yes	Yes	No	Accept
Payer 5	79%	79%	\$ 45.00	87%	\$ -	No	Yes	No	Terminate



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	Medicare - Pre Negotiation	Medicare - Last Proposal				Agreement Acceptable?	Possible?	Deal Breakers?	
Payer 1				#VALUE!					
Payer 2				#VALUE!					
Payer 3				#VALUE!					
Payer 4				#VALUE!					
Payer 5				#VALUE!					

