

# Tribunus Health: Transforming Managed Care Contracting

## *Bridging the Gap Between Providers and Payers*

At Tribunus Health, we're on a mission to revolutionize managed care contracting. We partner with healthcare providers to turn a necessary evil into a powerful competitive advantage.

### The Challenge

Healthcare providers often struggle to access and interpret accurate reimbursement rate data from payers, hindering their ability to make informed financial decisions and negotiate fair compensation for services rendered.

### What Sets Us Apart

**Deep Expertise:** Our Account Executives bring 15-30 years of managed care contracting experience from both provider and payer perspectives.

**Data-Driven Approach:** We leverage our proprietary dataset for rapid contract modeling, new payer identification, and accurate contracting prioritization.

**Tailored Partnerships:** We match our experts with clients based on relevant geographic and specialty expertise.

**Transparent Process:** Our Contracting Process dashboard allows clients to track our progress with each payer negotiation.

### Our Services: More Than Just Negotiations

While we specialize in rate negotiations and network access, our talented team assists clients with a wide range of payer-related challenges:



**Contract management  
and language analysis**



**Marketing to payers and  
approaching new networks**



**Acquisition  
advisory**



**Revenue cycle and utilization  
management oversight**



**Fee schedule, budgeting, and  
Medicare/Medicaid analytics**

### Write your own proposal using our format and tips

#### 1 Opening Statement

Craft a concise, impactful opening that immediately grabs attention. This should be a 1-2 sentence summary of your organization's unique value proposition using clear language that highlights what sets you apart and why it matters to payers.

#### 2 Client Background & Overview

Provide a brief overview of your organization including:

- Years in operation
- # of providers and specialties
- Annual patient volume
- Geographic service area
- Key differentiators (e.g., telemed, technology)
- Keep this section concise but informative. Use bullet points for easy readability.

#### 3 Problem Statement

Clearly describe the healthcare challenges your organization addresses. Use industry data and statistics to underscore the scope and urgency of these issues. Frame the problem from the payer's perspective, highlighting how it impacts their business objectives. Use visuals or infographics to make data scannable.



**Tribunus  
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## The Tribunus Advantage

### Overcoming Barriers to Negotiation

Many providers have negotiating leverage but lack the resources to translate their value into superior rates. We step in to supplement your team and maximize contract value.

### Network Insights

Through consistent interaction with major payers, we track network saturation by specialty. This information is crucial when approaching new networks or negotiating higher rates for services.

### Empowering Our Clients

We don't just negotiate on your behalf – we equip you with the tools and knowledge to succeed in the future. Our team shares critical contract negotiation skills, ensuring long-term success.



## Our Approach

**Comprehensive Analysis:** We examine your historical reimbursements, giving our team an information advantage in every payer negotiation.

**Clear Goals, Measurable ROI:** We set specific targets and outline direct steps to achieve high returns on investment.

**Incentive Alignment:** Our partnerships are structured to incentivize speed and value creation through measurable process success.



## Why Choose Tribunus Health?

**Proven Track Record:** Our clients consistently improve managed care relationships and experience high ROIs.

**Nationwide Reach:** We have experts ready to help and have negotiated contracts across the United States.

**Innovative Tools:** Our Price Tool provides unparalleled reimbursement rate transparency, allowing you to see how you stack up against competitors.

**Holistic Approach:** We don't just focus on negotiations – we help you build a comprehensive payer strategy for managed care success.

## Take the Next Step

Don't let delayed negotiations hurt your bottom line. Reach out today to discuss how Tribunus Health can help improve and align your reimbursements with the outstanding outcomes you create.

We offer a free preview of your competitive position in your market, including an ROI calculation.

Contact us to get started on your journey to better payer relationships and improved reimbursements.

**Matt Mandell | [matt@tribunushealth.com](mailto:matt@tribunushealth.com) | 805-225-6845**

## Write your own proposal using our format and tips

### 4 Value Proposition

Explain how your organization uniquely solves the stated problems. Focus on:

- Cost savings
- Improved patient outcomes
- Enhanced access to care
- Quality metrics

Quantify your value wherever possible. Use comparative data to show how you outperform traditional care models or competitors. Emphasize metrics that matter most to payers.

### 5 Services & Offerings

Detail your key services and programs. Highlight any unique treatment protocols or initiatives. Include a brief case study or patient journey to illustrate your approach in action. Use simple, payer-friendly language.

### 6 Patient & Provider Testimonials

Include powerful testimonials from patients or providers that speak to your unique value and positive outcomes.

### 7 External Validation

Bolster credibility by mentioning:

- Industry awards or recognition
- Media coverage
- Research publications
- Speaking engagements at major conferences

This section should be brief and demonstrate your standing in the healthcare community.

### 8 Next Steps & Call to Action

Conclude with a clear, actionable next step such as scheduling a meeting or requesting more information. Make it easy by providing direct contact information or a specific call to action.

**Remember:** Throughout the document, use clear, concise language. Avoid jargon and focus on communicating value. Use visuals, bullet points, and white space to enhance readability. Tailor the content to address specific payer priorities whenever possible.