

BMT Contracting Best Practices: How to Maximize Contract Performance

Free Web Seminar

September 27, 2006

1 p.m.–2 p.m. Central Time (11 a.m. Pacific, 12 noon Mountain, 2 p.m. Eastern)

Register online: www.meetingbridge.com/seminar/?91957986

Program description:

Bone marrow transplant (BMT) contracting representatives from City of Hope will share their approaches to achieving appropriate institutional reimbursement for BMT services. Key concepts such as health plan reimbursement methods will be discussed, along with identification of the interdepartmental team necessary for an effective contracting system. Discussion will then turn to global transplant reimbursement considerations and implications, and how to protect your institution from risk associated with BMT case rate contracting.

Goal statement:

Provide experienced financial staff and those new to BMT with practical and up-to-date BMT contracting information that will be useful as presented or that provides resources for adapted ideas.

Agenda:

- Understand how hospitals are reimbursed for bone marrow transplants by health plans
- Learn how to work within your organization to enhance your contract performance
- Learn about global reimbursement and how it affects you
- Discuss how to protect your organization's financial risk in a case rate contract

Speakers:

Michael Rabin

Vice President of Managed Care
and Business Operations
City of Hope National Medical Center

Mr. Rabin has worked for City of Hope National Medical Center for more than eight years. He is responsible for the departments of Managed Care, Case Management, Patient Access and Health Information Management. Under his leadership of Managed Care, City of Hope has enhanced its relationship with health plans while negotiating favorable managed care contracts.

Jason Tomt

Director, Managed Care
City of Hope National Medical Center

Mr. Tomt has responsibility for negotiating BMT contracts with large regional and national transplant networks with major insurers such as Blue Cross of California, PacifiCare, Aetna and Allianz Healthcare. He also negotiates managed care contracts and Letters of Agreement with various HMOs/PPOs, medical groups, hospitals and home health care providers.

General questions, contact: Debbie Jacobson at 612-884-8504

Registration questions, contact: JoAnn Schultz at 612-884-8521