



Contracting Strategies e-Course Overview

Contracting has taken center stage in the complex relationship between health plans and physicians, as well as manufacturers. The course helps team members understand the motivations behind and complexities of contracting.

The first e-course module explores the contracting relationships between health plans and physicians. After completing this module, participants will be able to:

- Characterize ***contracting relationships between health plans and physicians*** (e.g., concerns over cost, quality, and access)
- Outline the various ***reimbursement methodologies*** health plans use with physicians
 - Fee-for-service
 - Capitation
 - Global or bundled service payments
- Discuss the ***payment mechanisms*** health plans use with physicians
 - Salary
 - Retainers
 - Periodic interim payments (PIP)
- Describe ***major shifts*** in the contracting and reimbursement environment

The second e-course module describes the contracting relationships between health plans and manufacturers, as well as major shifts and evolving trends in the contracting environment. After completing this module, participants will be able to:

- Characterize ***contracting relationships between manufacturers and health plans*** (e.g., access-based vs. performance-based)
- Discuss different types of ***specialized contracts***
 - Access-based
 - Performance-based
 - Adherence
 - Portfolio
- Explain current ***contracting strategies***
- Describe ***major shifts*** in the contracting and reimbursement environment

For more information, please visit us online at www.pharmainstitute.com or call us at (919) 844-5650.