

Grow business and generate revenue through your provider **NETWORK STRATEGY**

In today's rapidly changing health care market, many organizations are finding they need to look at new key indicators of growth, like value-based arrangements and physician productivity, to succeed. As this happens, provider network strategy is one of the several growth strategies taking center focus — but it often isn't done with the frequency needed to reap benefits.

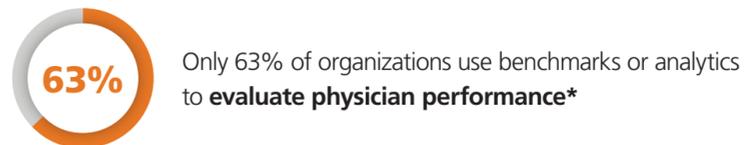
Developing a successful network strategy offers the opportunity for improved quality performance, better patient outcomes, and as a result, more patients and revenue. Leveraging analytics in this process helps streamline data aggregation and interpretation, letting organizations make timely actions to efficiently build, manage and optimize their network strategy.



Organizations find value in benchmarking physicians in their network...



...but benchmark use is not as common as they would hope.



How analytics can help you build, manage and optimize your network



Building the right network

- ✓ Create ambulatory growth strategies, taking into consideration physician panel, efficiency and outcomes.
- ✓ Craft provider affiliation strategies by identifying high-value providers in the region.

Managing the network effectively

- ⌚ Compare efficiency across specialties for specific disease conditions and treatment options.
- ★ Benchmark performance of employed and affiliated physicians against market peers.
- 👤 View provider leakage in relation to impact on cost and quality.

Optimize the network

- 📄 Negotiate better contracts and rates based on provider performance and outcomes.
- 👤 Analyze provider efficiency and unpack underlying drivers of utilization.
- 👤 Connect patients to high-value providers within your network.

*Source: "Provider Panel Report: September – October 2020," Optum.