# Solutions for Payer/Provider Collaboration

Since 1997, Glenridge HealthCare Solutions has been a valued partner for healthcare organizations targeting network development, payer-provider alliances, value based contracting and care delivery program development. Our unique approach to healthcare consulting, combined with our powerful analytical tools, has enabled us to add value to each client's project in ways other healthcare consultants cannot.

Our clients benefit from a full-service solution to their healthcare challenges by using experienced people, and state-of-the art technology, that is compatible with client operations, to achieve optimal results.



#### **Network Development**

Build, expand, analyze, remediate and optimize provider network performance.



#### **Plan Start-Ups**

Develop and implement organizational capabilities, provider networks and product offerings for a successful healthplan launch.



#### **Data Driven Solutions**

Deliver initial market analysis, network adequacy, and ongoing network optimization.



#### **Reform/Regulatory Analysis**

Facilitate stakeholder understanding and planning for the implications of healthcare reform on your business.



#### **Provider Engagement**

Enable collaborative opportunities to achieve the triple aim of quality, cost and customer service.



### Financial Modeling

Assess network and product performance vis a vis medical budgets and benchmarks.



#### **ACO Development**

Develop and implement an ACO strategy to meet your organizational needs to expand into new markets.



#### **Clinical Integration**

Develop alignment strategies to achieve clinical transformation and thrive under payment reform.

Bringing industry experience to prepare for and execute on healthcare reform.





## **Our Mission**

Work collaboratively to develop and implement strategies that anticipate and exceed customer expectations.

# **Our Team**

The Glenridge senior team is comprised of seasoned professionals with years of healthcare experience to include insurance companies, managed care organizations, and healthcare delivery systems.

# **Our Technology**

Glenridge recognized early on the need for sophisticated tools and project management expertise that allows us to optimize our performance and deliverables, ongoing. Today, these robust tools and expertise enable us and our clients to "industrialize" network builds, assure quality and consistency of service and customize analytics and real-time reporting on network information to all stakeholders.

# **Our Clients**

Glenridge demonstrates lasting value and provides meaningful and seamless integration with client's systems, processes and staff. Our goal is to partner with our clients as they develop and expand their products and markets. With the challenges facing our industry, Glenridge is positioned to develop innovative programs and metrics to achieve network performance and stability according to new quality and financial standards.

# Contract Success

Within 6 months, we recruited and contracted over 8,500 providers, 40 hospitals and 700 facilities 8 ancillary providers for our healthplan client, enabling expansion into a new market covering over 1 million Medicare beneficiaries.

Glenridge really gets it. Given their healthcare experience, they use data to inform and anticipate government requirements and operational needs. Without them we would have never achieved our Medicare expansion goals.

