



Specialty Contracting Trac

OVERVIEW

For over 30 years, LifeTrac® has been a trusted resource to the healthcare benefits industry. By leveraging our clinical expertise and provider relationships, LifeTrac offers benefits payers solutions for managing the risk of high-dollar, low-frequency, complex medical conditions and treatments. Through our Specialty Contracting Trac, we can also provide solutions for your specialty contracting needs.



Specialty Contracting Trac

Are you submitting a referral to an out-of-network facility? Do you need a single case agreement? Do you have need for transportation services? Other ancillary services? The LifeTrac contracting team has relationships with top facilities and vendors nationwide to help you navigate these needs.

Experienced Negotiators

Through our Specialty Contracting Trac, we can perform ad hoc negotiations for services like dialysis, home health care, and other ancillary services for the care of your member. From single case agreements to personalized contracts, let our experienced contracting team do the negotiating for you.

Types of Claims Negotiated

- Out-of-network/out-of-area claims
- Post-service negotiations
- High-cost drugs
- Dialysis
- Air ambulance/medical transport
- In-network, high-dollar acute and extended care claims
- Pre-/concurrent-treatment cases
- Hospital, physician and ancillary healthcare provider services

Other ancillary services:

- Travel
- Long-term rehabilitation
- Post-transplant extension
- Durable medical equipment and supplies
- Post-surgery and other items not covered under standard contracts



Contract Savings

The LifeTrac contracting team applies our predictable contract payment methodologies to help generate the greatest savings and contain costs. This also avoids the use of arbitrary and controversial reasonable and customary (R&C) cost reductions. With contingency-based fees, if there are no savings, then there are no fees. We are proud of our success rate and the substantial discounts we have been able to obtain for our clients.

More than Numbers

Not only is the team skilled in negotiating, but they also have access to the relevant data and industry/clinical expertise required to understand the big picture. Intricate knowledge of plan benefit and contract language and established healthcare provider relations all work to your advantage.

Accurate Claims Repricing

Consistent with all of our claims, LifeTrac claims consultants deliver timely turnaround of accurately repriced claims, thus minimizing the risk of time-consuming claims rework for you. Signed provider agreements eliminate unwanted balance billing.

The LifeTrac Difference

LifeTrac focuses on delivering what you need, when you need it — experience, access, information and support — through easy-to-use web tools or personal consultation.

Expert Support

Besides saving you money, we are here to provide clinical support as you manage your members who are in need of specialty services outside of our typical contracts.

Let LifeTrac make difficult easier.

Contact LifeTrac today to learn how to access this Trac. (800) 968-8722

\$12-\$25K

The average air ambulance trip is 52 miles and costs between \$12,000 to \$25,000 per flight.¹

\$540,841

Example of what it could cost for 14 weeks of dialysis care at an out-of-network clinic.²

¹ National Association of Insurance Commissioners (NAIC). "Understanding Air Ambulance Insurance Coverage." Accessed 12/4/2019 at https://www.naic.org/documents/consumer_alert_understanding_air_ambulance_insurance.htm

² Jenny Gold. "First Kidney Failure, Then A \$540,842 Bill For Dialysis." Kaiser Health News. July 25, 2019. Accessed 12/4/2019 at <https://khn.org/news/first-kidney-failure-then-a-540842-bill-for-dialysis/view/republish/>. Kaiser Health News is a nonprofit news service covering health issues. It is an editorially independent program of the Kaiser Family Foundation, which is not affiliated with Kaiser Permanente.



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