

Zephyr Healthcare Advisors brings deep expertise and a results-driven approach to managed care strategy, empowering hospitals, medical groups, and health systems to optimize their payor relationships and financial performance. We partner with healthcare organizations to navigate the complexity of managed care contracting, risk arrangements, and strategic planning.

Our Managed Care Services

Profitability & Strategy

- Hospital managed care profitability analysis
- Overall managed care strategy evaluation
- Payor contracting review (language, carve outs, out-of-network, etc.)

Contract Review & Negotiation

- Health plan contract review and negotiation (shared risk and full risk) for hospitals and medical groups

Structures, Risk & Compliance

- Hospital/medical group structures and relationships
- Hospital full-risk capitation program review, analysis, and recommendations
- DOFR claims payment compliance audit

Interim Management

- Temporary organizational support on managing and implementing managed care contracting and strategy

For More Information:

Eric Themm, CEO

ericthemm@zephyrhcadvisors.com

Chris Ortale, Vice President

chrisortale@zephyrhcadvisors.com