



**IOWA
HEALTH CARE**
QUALITY PARTNERS

DISCOVER THE POWER OF BEING A PARTNER

Apply to join the Iowa Health Care Quality Partners Network

Created especially for nursing facility, assisted living & home health care provider members of the Iowa Health Care Association



Access to more payers

Giving you access to more potential clients and better occupancy



Collaboration with select, high-quality providers

IHCQP members who move to "Tier 2" are exceptionally dedicated to quality and may collectively pursue payer contracts that reward this dedication



Value-based payments

Giving you financial incentives for pursuing quality initiatives



Credentialing support

Saving you valuable staff time



Support for claims issues

With less hassle for you



Strategy and understanding

From network staff who are experts at reviewing health care contracts



Exclusive education

Giving you the competitive edge on quality

What is the Iowa Health Care Quality Partners Network?

Iowa Health Care Quality Partners (IHCQP) is a network of 200 independent long-term care and post-acute care providers joined together for the purpose of improving the quality and efficiency of patient care and financially rewarding providers for doing so through value-based contracts with managed care organizations (MCOs).

APPLY TODAY

**To apply to join, contact Brandon Hagen,
SVP, Reimbursement & Policy Advisor**

brandon@iowahealthcare.org

515-978-2204

iowahealthcare.org/qualitypartners

GET BETTER CONTRACT TERMS & A RETURN ON YOUR INVESTMENT — WITH LESS EFFORT.

Network providers received \$1 million in value-based payments for 2020

THE PERKS

Access to a state-wide network

- Giving you access to payers who prefer larger networks versus single facility contracts
- Pursuit of better contract terms facilitated by the expertise of professional network staff

Ability to collaborate with a select group of high-quality providers

- IHCQP is the first AHCA/NCAL affiliated, provider-owned network to make the advancement to a level of clinical integration that allows collective negotiation with payers

Value-based payments

- Offers value-based payments and contracts that recognize quality and better outcomes that individual providers cannot be a part of due to volume; Network providers received \$1 million in value-based payments for 2020

Administrative/credentialing support

- Reduces administrative costs for documentation collection and submission to multiple health plans
- Monitors contract terms and notices from payers that may try to amend contracts

Support for claims, revenue cycle & systemic payer issues

- Identifies and solves systemic claims issues
- Reduces cost of claim issue resolution
- Provides a process and relationship with payers for escalating and resolving claims issues

Long-term care legal expertise

- Provides expert review of contracts from network staff who understand long-term care, saving you legal fees

Exclusive education

- Offers exclusive and specialized quality education and clinical consulting, customized to members' specific needs



A FOCUS ON QUALITY

IHCQP has a distinct advantage over other networks because it is able to communicate the quality of its network to payers. This is possible because IHCQP members measure their quality. IHCQP providers define their own set of quality measures, agree to measure, create benchmarks and aggregate existing CMS data in order to present timely, accurate quality data to payers and improve contracting options.

“ IHCQP has given us the ability to credential and negotiate contracts to be able to provide care for our consumer, with access to more insurance contracts than some small operators were previously able to attain. The network also acts as a resource by providing and hosting quality focused initiatives to not only improve care for our residents but also to achieve reimbursement outcomes commensurate with the care we provide. ”

– Tom Swanson

Administrator, Maple Heights
Skilled nursing & home health
care provider

APPLY TO BECOME A PARTNER |

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