



# Drive growth and sustainable performance

The combined revenue of just six for-profit payors is equal to about 30% of U.S. healthcare spending.<sup>1</sup> That's around \$1.4 trillion dollars<sup>2</sup> — it's no wonder their resources seem almost limitless.

Payors are using every tool at their disposal to lower costs, including denying claims, bundling charges, and implementing excessive preauthorization requirements. Healthcare providers are hard-pressed to keep up, but you don't have to do it alone.

Unlock Health helps health systems, hospitals, physicians, and providers optimize their payor strategy and performance. We integrate managed care consulting, advanced analytics, and strategic communications to drive growth and sustainable performance.

<sup>1</sup>Axios.com. Owens C. Major health insurance companies are nearing too big to fail status. April 19, 2024. Available at <https://www.axios.com/2024/04/19/health-insurance-companies-uhg-aetna-cigna>. Accessed November 14, 2024.

<sup>2</sup>Reuters. Aboulenein A. U.S. healthcare spending rises to \$4.8 trillion in 2023, outpacing GDP. June 13, 2024. Available at <https://www.reuters.com/business/healthcare-pharmaceuticals/us-healthcare-spending-rises-48-trillion-2023-outpacing-gdp-2024-06-12/>. Accessed November 14, 2024.



Our comprehensive managed care solution helps providers set their payor strategy, negotiate contracts, and manage all aspects of contract performance.

**Contract & revenue strategy**

Building a business case for fee-for-service and value-based contracts through data and market intelligence.

**Benchmarking & analytics**

Providing insights for financial sustainability and patient acquisition.

**Contract negotiations**

Securing the right rates and contract language to ensure future growth and profitability.

**Payor landscape expertise**

Leveraging nationwide payor trends to capitalize on opportunities.

**Strategic communications**

Pioneering communications to support difficult negotiations and ensure better contract outcomes.

**Unlock Health Managed Care helps our clients ensure they have the strategy and tools they need to negotiate with payors and remain well-positioned for the future.**



Ready to optimize your payor strategy?  
Let's connect. [Go.UnlockHealthNow.com/ManagedCare](https://Go.UnlockHealthNow.com/ManagedCare)