



UnitedHealthcare®

A UnitedHealth Group Company

# Georgia Department of Community Health

## UnitedHealthcare PPO Network Update

**DCH Board Meeting  
February 9, 2006**

# Georgia PPO Network Expansion Update

	<u>Jan 2006</u>	<u>Feb 2006</u>
<b><u>PHYSICIANS:</u></b>		
Statewide	12, 900	<b>12, 977</b>
*South Georgia	504	<b>510</b>
<b><u>HOSPITALS:</u></b>	152	<b>153</b>

With the addition of Doctors Hospital in Columbus, UHC now has 100% of the acute care hospitals in Georgia contracted under the PPO

## **CREDENTIALING:**

193 applications are currently in the credentialing process

### **\*Focused Recruitment Areas**

Southwest Georgia (Albany and surrounding c0unties), Douglas, Vidalia, Milledgeville and Dalton

## Contracting Overview:

- **Credentialing is not required for hospital based providers (radiologists, pathologists and anesthesiologists)**
- **612 hospital based physicians groups**
- **300 of these groups are contracted with UHC**
- **In January 2006, 10 contracts were completed and another 33 groups began negotiations**
- **A total of 74 non-participating groups are in active negotiations with UHC as of February 9<sup>th</sup>**

# Contracted Status of Top 30 Hospitals

	<b>PARTICIPATING</b>	<b>IN NEGOTIATIONS</b>	<b>NON-PARTICIPATING</b>
<b>ANESTHESIOLOGY</b>	70%	13%	17%
<b>PATHOLOGY</b>	63%	10%	27%
<b>RADIOLOGY</b>	83%	10%	7%
<b>EMERGENCY</b>	57%	17%	27%

**These 30 facilities represent 60% of the total dollars spent for SHBP members for all hospitals utilized**

## Recruitment Strategy

- **Confirmed status of hospital based groups participating at each acute care facility.**
- **We are awaiting confirmation from specific hospitals on the detail necessary to target the remaining 61 groups**
- **We completed a mailing to 177 of the non-participating groups (the mailing included introduction letter, contract and fee schedule)**
- **Follow-up calls were made to confirm receipt of the contracts and to provide support for questions and concerns**
- **UHC provides weekly updates to the DCH on our contracting efforts and will identify any contracting barriers for their input**