

cencora

specialty practice
exchange
2026



Strategic Partnerships to Help Drive Payer Relations Payer Contract Negotiations



Rich Griffith, Sr. Director
Business Development
Operations



Leah Betancourt, Director
Managed Care
Contracting & Strategy



Scott Dewey,
Chief Managed
Care Officer



Provider leverage points

Leverage comes in many forms, review your market position across key variables including:



Market share

Your patients are their members



Unique services

You deliver care others can't replicate



Unique geography or populations

You serve patients no one else reaches



Regulatory access standards

You meet compliance requirements others can't



Products

Use payor goals for different insurance products to your advantage



Strength in numbers: CINs, IPAs, ACOs, MSO

You negotiate as part of something bigger

Strategy



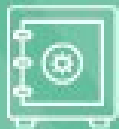
Data-driven approach



Leverage points



Contract language



Fee-schedules



PayrHealth



Data-driven approach



Market Intelligence

Understand your service area's payor and provider dynamics



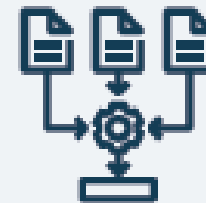
Transparency Data

Making sense of over 60 billion data points to understand what your competitors are paid by payor



Proposal Modeling

Compare Contracts, Benchmark, and support 'what-if' analyses



Cencora has not influenced the content of this presentation, nor has it independently verified the presentation for accuracy.

Contract language



Address your biggest payor challenges with improved contract language

1. Timely Filing
2. Under/overpayment time limits
3. Unilateral amendment
4. Material adverse impact
5. New products (Medicaid, Exchange)
6. Quality Incentive Programs
7. Term & Termination Notice

PayrHealth in action



Regional Ophthalmology Practice

Client Issues

- Outdated Reimbursement Rates
- Coverage Gaps
- Rural Market Positioning

- > **Services**
Payor Contracting
- > **Specialty**
Ophthalmology
- > **Region**
Southeastern U.S.

Why It Worked

The partnership was built on **transparency, collaboration, and mutual trust**, empowering the client to realize both immediate **financial improvements** and lasting **strategic advantages** in a **challenging** reimbursement environment.

PayrHealth's Solution



Comprehensive Contract Strategy

PayrHealth developed a strategic contracting plan focused on achieving **higher reimbursement**, expanding **payor access**, and advocating for coverage of previously excluded procedures.



Data-Backed Negotiations

PayrHealth led concurrent negotiations for improved physician professional fees and better-than-market ASC rates—ensuring a **financially sustainable** model across sites of care.



Network Expansion & Advocacy

PayrHealth secured inclusion in additional payor networks, unlocking access to tens of thousands of new covered lives. For one major payor, PayrHealth employed an out-of-network negotiation strategy that resulted in a **substantial reimbursement increase**, bringing rates to full parity with Medicare.

Results



10.8%

Weighted average rate increase across multiple major payors.



\$628K+

Delivered annualized **revenue increases**.



86K+

Unlocked access to **new covered lives**.



Secured **coverage for previously excluded ophthalmologic procedures**



cencora

specialty practice
exchange
2026

