


**Mangum Regional Medical Center**  
Retainer Agreement

<b>Purpose of Engagement:</b>	<b>Contract Support, Evaluation and Analysis</b> <ul style="list-style-type: none"> <li>Contract negotiations to include strategic recommendations, language reviews &amp; financial modeling</li> <li>Ongoing reviews of hospital, physician and ancillary contracts and amendments for compliance provisions and administratively burdensome language terms.</li> <li>As needed, formally request missing or outdated managed care agreements and related documents directly from Payors and Networks.</li> <li>Contract management of all payor types including commercial, Medicare Advantage, Medicaid, VA, Workers Comp, etc.</li> <li>Create/maintain a detailed comparative summary of reimbursement methodologies, rates and charge increase limiters.</li> <li>Identify contracting gaps in products between entities &amp; subsidiaries.</li> <li>Verification of contracted status in online provider directories for each payor.</li> </ul>
<b>Description of Services:</b>	<p><b>Unlimited Telephone Consultation, Sounding Board Advice.</b> Ongoing professional advice on broad range of managed care issues.</p> <p><b>KBH Advisories / Market Intelligence.</b> Periodic communication of latest payor policy changes, regionalized payor strategies, threats &amp; opportunities related to managed care.</p> <p><b>Research on Payors / Products.</b> General research on payors significant in the area, enrollment data compilation &amp; historical trends, identification of new market products, etc.</p> <p><b>Credit Toward KBH Services.</b> Credit at a rate of 110% of the actual base retainer payments and priority scheduling status for any <b>KBH</b> services, such as:</p> <ol style="list-style-type: none"> <li><i>Contract Evaluation and Analysis (as described above).</i></li> <li><i>Contract Language Reviews</i> - professional detailed analysis of proposed contract language, with red-lined version of recommended response to payor.</li> <li><i>Contract Simulations</i> - financial impacts upon System's revenues of various contracting rates, terms, and methodologies.</li> <li><i>Contract Negotiations</i> - direct representation at the negotiation table with payors.</li> </ol> <p>Professional fees billed at hourly rates: \$250 for <b>KBH</b> staff time (normally \$300); \$300 for senior consultant time (normally \$350), depending on nature of the work.</p>
<b>Effective Date:</b>	March 1, 2024 – February 28, 2025
<b>Retainer Fee:</b>	\$1,000 per month, payable at the beginning of each month.
<b>Expenses:</b>	Billed monthly as incurred. May include items such as travel, actuarial fees, data access, shared research, etc. Annual expenses may not exceed 25% of annual professional fees.
<b>Renewal:</b>	Auto renewed each year at above rate, unless otherwise agreed upon prior to renewal date.
<b>Termination:</b>	After the first year, by either party, without cause, upon 30 days' written notification to the other party.

System Signature: \_\_\_\_\_

Name/Title: \_\_\_\_\_ Date: \_\_\_\_\_

Katz Brunner Signature:  \_\_\_\_\_

Name/Title: Melinda T. Brunner, President Date: 2/15/2024