



UHC Request for Counter Proposal

If you appealed the United Healthcare (UHC) proposed fee schedule change recently, UHC is in the process of sending out requests asking for a counter proposal. Many of our members have already received these letters and have asked for some guidance. Although we cannot guide you in your response, we can give you some items to consider to include in your letter.

1. Average of your current contracts
2. If you have any specialized training or a sub-specialty
3. If you are a preferred provider or tiered provider
4. If you hold any additional certificates
5. Any quality reviews
6. Patient Satisfaction Survey results
7. Are you a cost savings provider – Do you perform most of your surgeries in an ASC?
8. Are there any carve out codes that you perform at a high quality, low recurrences?

This should be helpful information for you to include in your counter offers. Contract abstracts are located on the NTENT website for you to reference.

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