



## **What is the Indiana Health Services Network, IHSN?**

LeadingAge Indiana, not-for-profit, post-acute long-term care providers have joined together to create a specialized network, **IHSN**, whose mission is to maximize the health and well-being of seniors through innovative, cost-effective care management practices; quality improvement activities, and contracting relationships with health plans and health delivery systems.

## **What are the benefits of IHSN Membership?**

- ❖ **IHSN** provides a collaborative partnership with like peers, enabling providers to work with payors as a network, rather than individually, negotiating rates, contract language, and alternative payment arrangements.
- ❖ **IHSN** provides educational and other resources to help its members maximize the quality and payment components of their contracts with payors and facilitates learning from other members regarding the adoption of “best practices” and improving performance on twenty-four (24) quality measures.
- ❖ **IHSN** firmly believes that membership costs will be more than offset through member collaboration and the power this network of exceptional providers will have when negotiating with payors.
- ❖ **IHSN** collaboration and sharing timely information, as well as the development of operational "best practices" can help lower rates of denials, increase collections, and avoid the pitfalls associated with the administrative overhead that accompanies the business of managed care and credentialing.
- ❖ **IHSN** membership provides the potential for Improving Quality Performance and Star Ratings, which leads to higher reimbursement.
- ❖ **IHSN** will negotiate payment incentives tied to quality and utilization incentives (e.g. reduced hospital readmissions), which will further enhance the ROI to **IHSN** members.
- ❖ **IHSN** dues also pay for a network version of Ability Carewatch, with negotiated pricing for network members.