



# Second Pass Negotiation

Plotkin Health's Second Pass Negotiation solution offers healthcare Payers the chance to achieve savings on out-of-network or out-of-area claims that were returned from their primary Health Market Partner with zero discounts. With this solution, Payers can unlock savings on claims that were initially processed with no discount.

## Types of Claims

Plotkin Health's Second Pass Negotiation is ideal for the following types of claims:

- Out-of-area claims
- Out-of-network claims
- High-value, single-case claims
- Claims with zero discount from a network partner

**80%**

of the time, we can attain a discount on a zero-discount claim

## Benefits

By utilizing Plotkin Health's Second Pass Negotiation, you receive:

- **A Dedicated Advocate**  
Each claim submitted for a Second Pass Negotiation receives dedicated attention and a commitment to attain a discount on the claim.
- **Negotiation Expertise**  
For more than two decades, Plotkin Health has nurtured relationships directly with providers and negotiated billions of dollars in savings for our Payer customers.
- **Better Discounts**  
With our longstanding provider relationships and industry knowledge, Plotkin Health is able to get a higher discount rate for a majority of claims.
- **Actualized Savings**  
Negotiating zero-discount claims can result in thousands of dollars in savings.

## About Plotkin Health

For more than two decades, Plotkin Health has been a trusted partner to Insurers, Reinsurers, Third-Party Administrators, Public Health Plans and other Payers. We have saved our clients billions of dollars by consistently delivering industry-leading discounts off medical invoices.