



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.