

Contracting Urgent Care Services: Partnering for Success

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COLLEGE OF
URGENT CARE
MEDICINE

DRIVING **CHANGE 2023**

THE URGENT CARE CONVENTION

UCA URGENT CARE
ASSOCIATION®



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Introductions

- Emergency Physician of 25yrs
- Practiced medicine on all 7 continents
- Former physician practice owner in both EM and UC
- Large Health System Chief Medical Executive of 3 years
- Now oversee all contracted outpatient services for Vituity nationwide.



Goals of this session



Identify contracting goals



Forms of relationships with vendors



Legal pitfalls to avoid



Disclosures: The presenter has no financial relationships to disclose. The presenter is a partner in Vituity, a physician staffing company.



**HELP
WANTED**

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New Survey Shows That Up To 47% Of U.S. Healthcare Workers Plan To Leave Their Positions By 2025

Jack Kelly Senior Contributor @

I write actionable interview, career and salary advice.

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Apr 19, 2022, 05:14pm EDT



Turnover and Unemployment data

Unemployment rate

3.6%

Updated Feb 2023

Total unemployed people

5.9M

Updated Feb 2023

Unemployment insurance claims

2.2M

Updated Mar 4, 2023

Unemployment rate | Total unemployed people | Unemployment insurance claims



What are your goals with the contract?



- Long term vs Short term
- Ownership of brand
- Strategy vs survival
- Efficiency
- Accountability

Types of contracting agreements



Joint Venture



Professional/Clinical
Service Agreements



Master Services
Agreements



Technical Service
Agreements

How do you know what to pay?

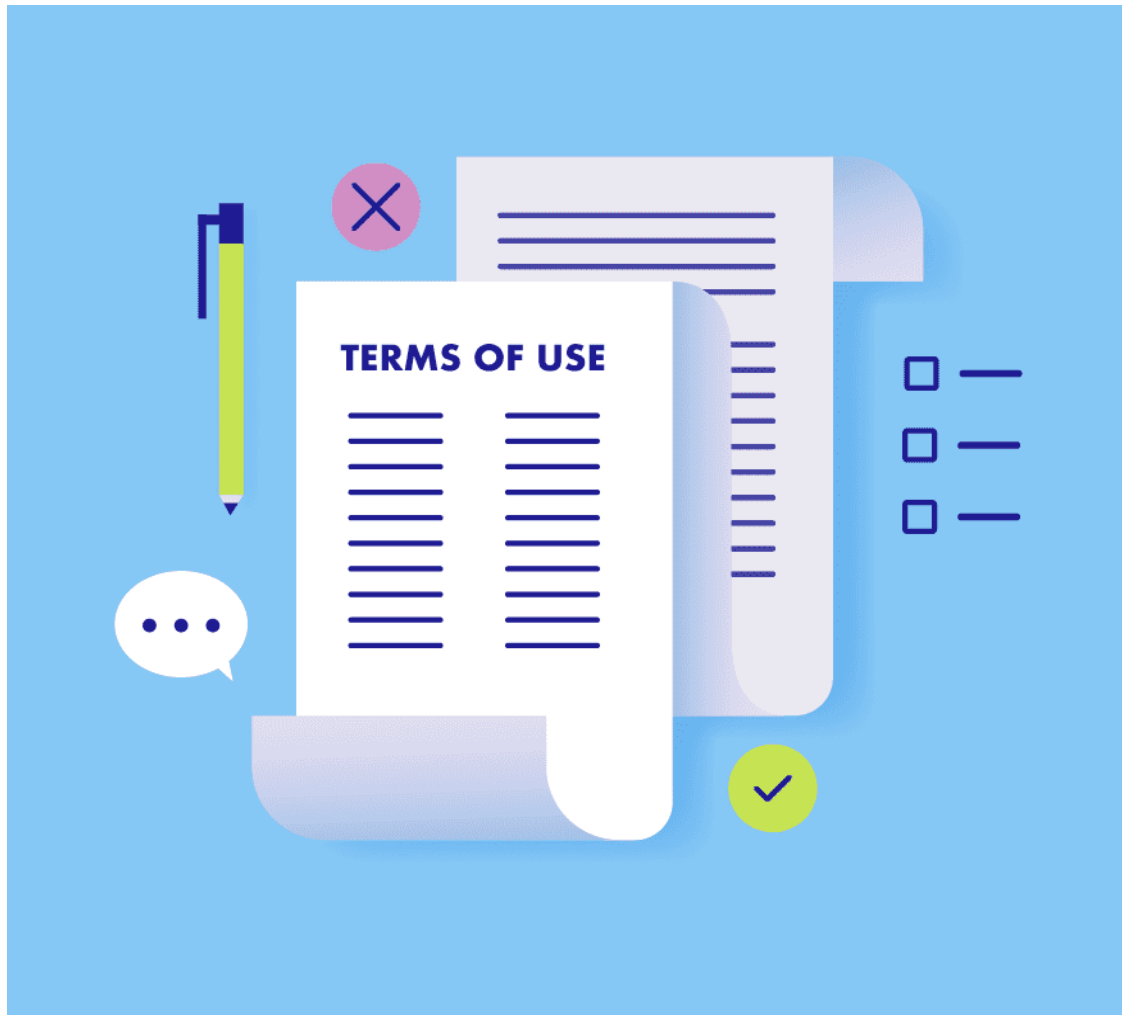


Fair Market Value Analysis

- **The Market Approach**
- **The Cost Approach**
- **The Income Approach**

Request for Proposal

Most Referenced Clauses



Confidentiality

Force Majeure

Indemnity

Intellectual Property Ownership

Mutual Indemnification

Mutual Non-Disparagement

Non-Circumvention

Non-Compete

Non-Solicitation

Termination

Pitfalls

Non-compete clauses

Auto-renew

COLA

Insurance requirements

Overhead/Administrative fees

Termination clauses

Non-Disclosure Agreements



Urgent Care Contracting

- Know what you want out of the relationship
- Ensure your cost is fair
- Watch out for contracting language pitfalls

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Session Evaluation

- Your feedback is valuable, take a moment to complete the survey for this session.
- To claim CME, you must complete a separate survey available after the convention.

* How likely are you to recommend this **content** to a colleague?

Not likely at all Neutral Extremely likely

0 1 2 3 4 5 6 7 8 9 10

What did you find most valuable about this **content**?

What would have made this **content** better?

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