



Dr Amit N Thakker

Chairman, Africa Health Business

How can payer-provider relationships be enhanced?



Enhancing payer provider relationships

Dr. Amit. N. Thakker

Executive Chairman, Africa Health Business

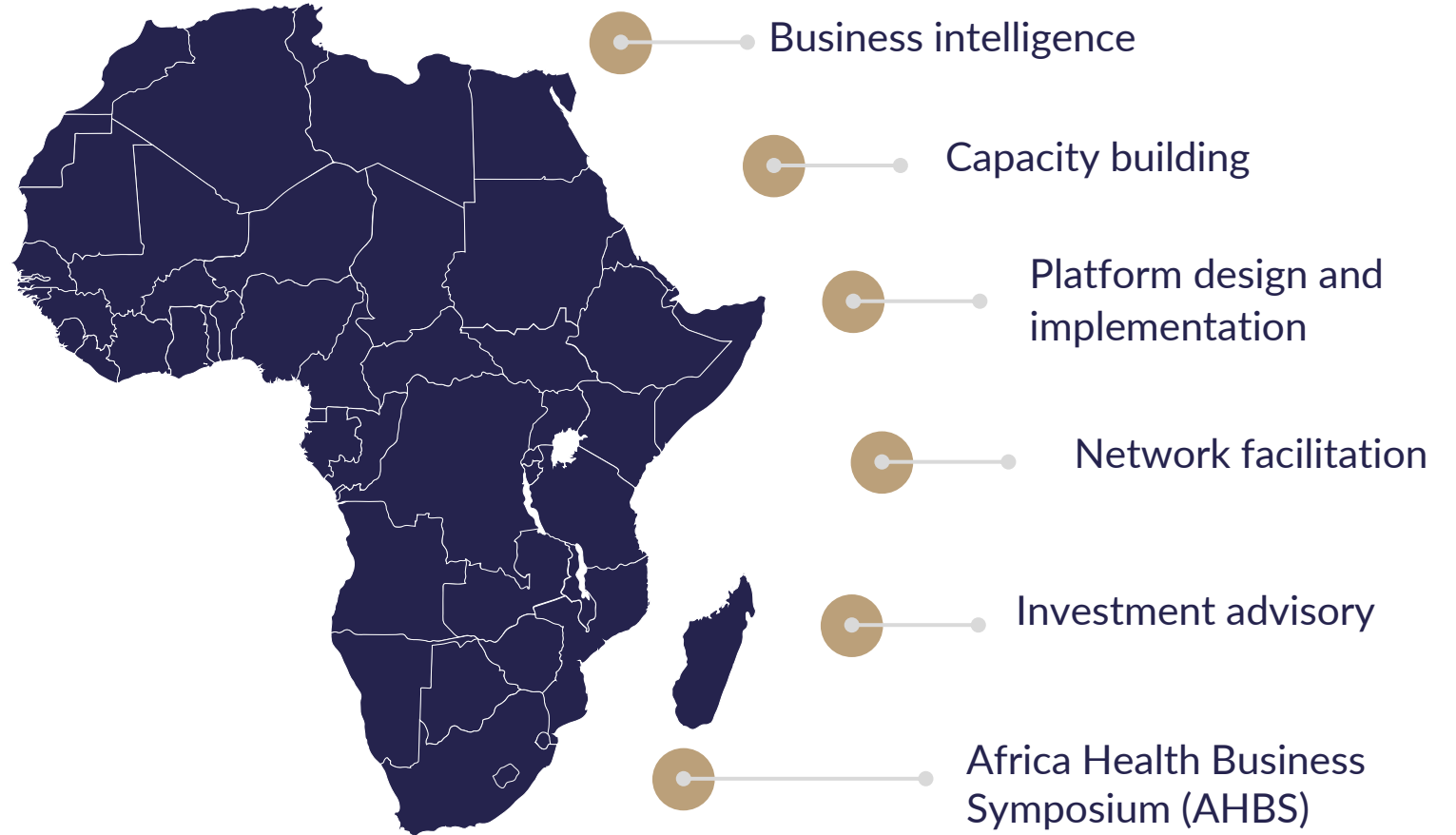
AHB is a boutique consulting and advisory firm that aims to improve access to equitable healthcare in Africa.

Through a private sector lens, we provide organisations with actionable insights to grow their health agenda in Africa.

We advise some of the largest institutions, companies and investors on the African continent, helping them to manage challenging relationships with demanding and critical stakeholders and understand complex market dynamics.

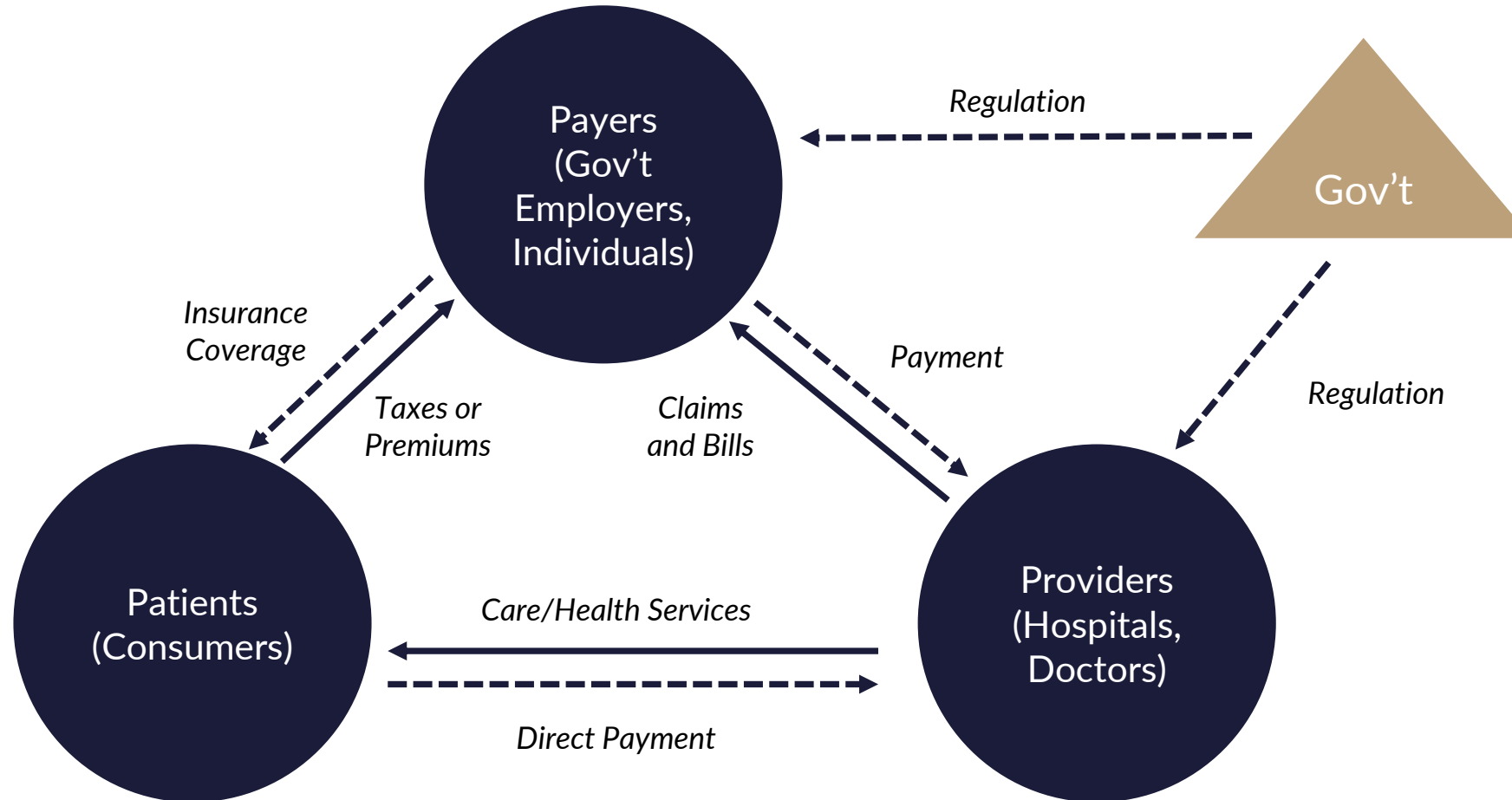
Our services

Our team of specialists provides a range of strategically blended services



Ways of improving payer provider relationships

The payer provider triangle



Relationship enhancement



WORK
COLLABORATIVE
LY



IDENTIFYING
GAPS IN CARE



PROMOTING
HIGH QUALITY
CARE



DECREASE
IN COSTS

Relationship enhancement

Do More

PAYERS	PROVIDERS
Use more data to provide evidence	Chronic disease management plan
Be courteous / demeanour / Keep communications with payers clear, open, and transparent	Employ qualified doctors, health workers and focus on quality – have audits done and shared

Do Less

PAYERS	PROVIDERS
Micromanage the medical process	Supplier induced demand
Interfere in clinical freedom	Reverse incentives

Do Better

PAYERS	PROVIDERS
Establish clear, transparent contract rules	Reduce the administrative burden and costs
Outsource claims management	Data standardization
Actuarial pricing	

Thank You



(+254) 704 838 150



info@ahb.co.ke



www.ahb.co.ke



P.O Box 49874 - 00100
Nairobi, Kenya



New Rehema House
Rhaphta Road, Westlands
Nairobi, Kenya