

GUIDE

6 ESSENTIAL QUESTIONS EVERY CONTRACTING LEADER SHOULD ASK IN Q4 TO WIN IN 2026

Q4 IS MORE THAN YEAR-END WRAP-UP—IT'S YOUR **LAUNCHPAD INTO 2026**. THE QUESTIONS YOU ASK NOW WILL SHAPE THE STRENGTH, COMPLIANCE, AND SCALABILITY OF YOUR PROVIDER NETWORK FOR THE YEAR AHEAD.

THIS GUIDE HIGHLIGHTS THE KEY AREAS **EVERY CONTRACTING TEAM** SHOULD EVALUATE BEFORE JANUARY.

1. ARE WE CONFIDENT IN OUR NETWORK ADEQUACY FOR 2026?

ADEQUACY ISN'T JUST A BOX TO CHECK—IT'S THE BASELINE FOR COMPLIANCE AND MEMBER ACCESS. GAPS IN SPECIALTIES, GEOGRAPHY, OR PROVIDER AVAILABILITY CAN LEAD TO COSTLY PENALTIES AND REPUTATIONAL RISKS. ASSESS YOUR ADEQUACY NOW, WHILE THERE'S STILL TIME TO ADJUST BEFORE NEW REQUIREMENTS HIT.

2. DO WE HAVE THE RIGHT PROCESSES IN PLACE TO HANDLE COMPLIANCE CHANGES?

REGULATORY ENVIRONMENTS SHIFT CONSTANTLY ACROSS STATES AND MARKETS. WAITING UNTIL COMPLIANCE ISSUES SURFACE MEANS RETROACTIVE FIXES, DELAYS, AND AUDIT RISKS. A PROACTIVE APPROACH ENSURES YOU'RE BUILDING COMPLIANCE INTO YOUR CONTRACTING PROCESS—NOT REACTING AFTER THE FACT.

3. ARE OUR PROVIDER ONBOARDING AND CREDENTIALING WORKFLOWS EFFICIENT ENOUGH?

SLOW OR SILOED ONBOARDING CREATES FRUSTRATION FOR PROVIDERS AND DELAYS IN MEMBER ACCESS. EVALUATE WHETHER YOUR WORKFLOWS ARE STREAMLINED, COORDINATED ACROSS DEPARTMENTS, AND SUPPORTED WITH TECHNOLOGY THAT MINIMIZES REDUNDANCY AND DUPLICATION.

4. IS OUR CONTRACTING MODEL SCALABLE FOR MARKET EXPANSION?

WHETHER YOU'RE ENTERING NEW STATES, ADDING PRODUCTS, OR GROWING EXISTING NETWORKS, INTERNAL BANDWIDTH OFTEN LIMITS SPEED-TO-MARKET. ASSESS IF YOUR MODEL CAN HANDLE EXPANSION—OR IF YOU NEED EXTERNAL SUPPORT TO ACCELERATE WITHOUT SACRIFICING QUALITY OR COMPLIANCE.

5. ARE OUR STRATEGIC LEADERS SPENDING MORE TIME ON STRATEGY—OR FIREFIGHTING?

IF YOUR SENIOR TEAM IS BURIED IN REDLINES, CREDENTIALING DELAYS, OR ADEQUACY REPORTS, THAT'S A CLEAR SIGNAL OF AN EXECUTION GAP. LEADERS SHOULD BE DRIVING GROWTH AND INNOVATION, NOT STUCK MANAGING DAY-TO-DAY PROCESSES.

6. DO WE HAVE THE RIGHT DATA AND INSIGHTS TO MAKE REAL-TIME DECISIONS?

FROM FEE ANALYSIS AND COMPETITIVE BENCHMARKING TO PROVIDER SEGMENTATION, HAVING ACCURATE, UP-TO-DATE INFORMATION AT YOUR FINGERTIPS IS KEY. WITHOUT IT, CONTRACTING DECISIONS RISK BEING REACTIVE INSTEAD OF STRATEGIC.

WHY PLANNING NOW MATTERS

JANUARY WILL COME FAST—BUT WAITING UNTIL THEN TO ADDRESS ADEQUACY, COMPLIANCE, SCALABILITY, OR PROVIDER ENGAGEMENT MEANS YOU’LL ALREADY BE BEHIND. Q4 IS YOUR OPPORTUNITY TO IDENTIFY RISKS, REBALANCE WORKLOADS, AND ALIGN RESOURCES SO YOUR TEAM ENTERS 2026 READY TO SUCCEED.

WHY PROVIDER PARTNERSHIP

AT **PROVIDER PARTNERSHIP**, WE DON’T JUST PROVIDE RECOMMENDATIONS—WE PLUG DIRECTLY INTO YOUR WORKFLOWS TO DELIVER EXECUTION SUPPORT. WHETHER IT’S CONTRACTING, CREDENTIALING, NETWORK EXPANSION, OR COMPLIANCE MANAGEMENT, OUR FLEXIBLE MODEL ENSURES YOU **MEET DEADLINES, AVOID PENALTIES, AND SCALE WITH CONFIDENCE.**

CONTACT US TODAY AT **INFO@PROVIDERPARTNERSHIP.COM** TO FIND OUT HOW WE CAN HELP YOU PREPARE FOR 2026.