

Building a Medicare Advantage Network for a National Health Plan

Challenge

A national health plan set ambitious goals to expand its Medicare Advantage (MA) offerings:

- Introduce new MA plans in two states with established product lines
- Launch MA plans in three entirely new states

Achieving these goals within the desired time frame required maximum efficiency and expertise. However, the internal network development team was already stretched thin with other projects, and the commercial team lacked experience with Medicare Advantage requirements.

Recognizing the need for an experienced partner to meet their objectives, the health plan chose Andros. With proven expertise, Andros stepped in to build new, adequate, and marketable Medicare Advantage networks, ensuring the expansion could move forward seamlessly and successfully.

The Solution

The health plan had specific cost and quality requirements, so Andros began the project with a comprehensive market assessment. This involved evaluating existing payers, beneficiaries, and providers in each market to determine the feasibility and resources needed to build successful provider networks.

Using our proprietary technology, we identified and prioritized providers in each county who best aligned with the health plan's criteria. With this data in hand, we assembled a dedicated team of seven recruiters and four operations professionals to oversee the recruiting and contracting process.

The team leveraged market insights to recommend pricing guardrails, enabling smooth and efficient provider negotiations. Additionally, Andros drew on a decade of expertise and strong provider relationships to establish immediate credibility and address any hesitation from providers unfamiliar with the health plan.

Result

By partnering with Andros the health plan achieved tremendous results, including:

- 100% adequacy in four states
- Despite unforeseen obstacles—a major IDN in the fifth state decided not to enroll any of their providers in new MA plans that year—the plan achieved 91.4% network adequacy for the fifth state
- Successfully recruited 4,849 physicians in 379 facilities across the five states
- Collected and managed provider data for each network and prepared each provider directory for filing
- Andros managed the entire five-state network development project continuously for five months

Andros leveraged 10 years of expertise and strong provider relationships to build immediate credibility and overcome hesitation in unfamiliar health plans.



70
Counties



5
States



100%
Adequacy in 4 States



4,849
Physicians in
379 Facilities

**Revolutionize your provider network
lifecycle today!**