

From Margin Compression to Market Expansion: Provider-Led Plan Strategy

MANAGED CARE STRATEGY EXPERTS

ATI Advisory helps hospital systems take control of their financial future by leveraging our deep expertise in managed care strategy. We work with hospital systems to evaluate, design, and launch provider-led health plans—particularly through Medicare Advantage Special Needs Plans (SNPs)—so they can capture more of the premium dollar and improve care for complex populations. ATI guides hospitals through every phase of plan development and growth. Our team understands the unique challenges hospitals face and delivers tailored strategies that align mission, margin, and long-term sustainability.

Customized Approach to Growth



EXPERTISE AND ACTION AREAS

Special Needs Plans

Our nationally recognized SNP experts successfully navigate change. ATI leads on SNP product builds, market opportunity assessment, policy analysis, Model of Care design and drafting, D-SNP integration, and supplemental benefits.

Strategic Market Positioning

ATI experts provide end-to-end growth and retention strategy, market and competitive analysis, Medicaid and D-SNP RFP support, and community impact and market investing.

Provider Relationships

ATI bridges the provider, community, and health plan worlds to translate needs across each stakeholder and ensure product and network optimization, reduce provider abrasion, develop alternative payment models that advance value, and identify strong partnership opportunities.

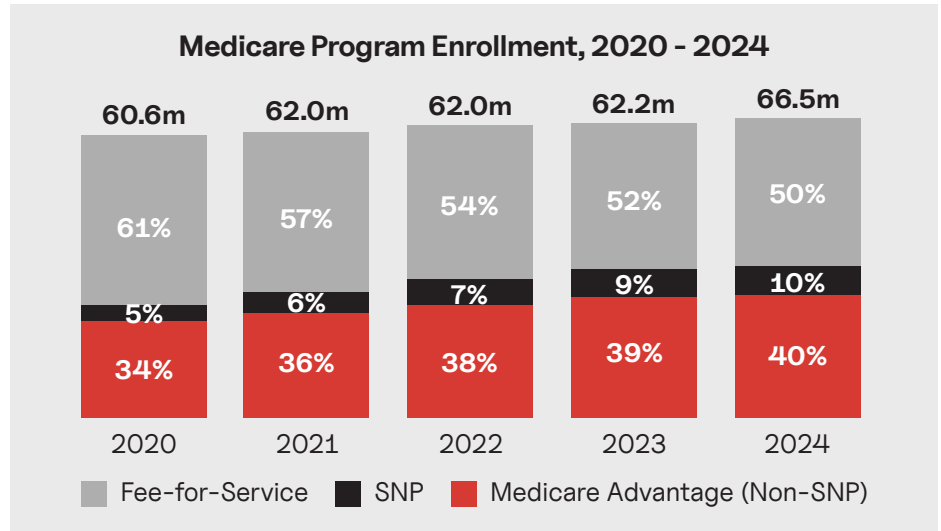
Key ATI Services

- Medicaid alignment and policy navigation
- Managed care strategy and buildout
- Market analysis
- Partnership development and strategic investments
- Risk-based arrangements
- Application and RFP strategy and development
- Ongoing implementation and risk management

ATI EXCELLENCE

ATI collaborates to understand business challenges and bring creative solutions to the table. ATI is backed by a team of nationally recognized experts with prior leadership roles in health plans and with provider organizations who bring ideas to action and advance partnerships across systems.

Medicare Advantage Special Needs Plans (SNPs) offer a strong platform for serving Medicare beneficiaries with complex needs, and enrollment in these plans has grown dramatically. Whether you are exploring a SNP build or seeking to expand your product footprint, ATI can support.



CHRONIC CONDITION SPECIAL NEEDS PLANS

C-SNPs serve beneficiaries with specific chronic conditions and allow for more easily targeted product design to serve members and facilitate enrollment.

- C-SNPs are the next growth frontier, with year-round enrollment and benefit design opportunities.

DUAL ELIGIBLE SPECIAL NEEDS PLANS

D-SNPs serve dual eligible beneficiaries and are subject to considerable state oversight. Understanding state goals and Medicaid design is critical to success.

- D-SNPs require a robust Medicaid and state strategy and are a strong tool to serve a low-income population.

INSTITUTIONAL SPECIAL NEEDS PLANS

I-SNPs serve beneficiaries with long-term care needs, whether in a community or facility setting. I-SNP demand will grow as the long-term care population grows.

- I-SNPs can be particularly attractive to provider-led organizations that offer long-term care services and manage medical need.

ATI helps organizations with critical SNP-related activities:

- Competitive analysis
- Market assessment
- Partnership development
- Financial modeling and pro forma development
- Model of Care design, drafting, and submission
- Supplemental benefit design
- Policy and thought leadership

MEET OUR TEAM TODAY TO POSITION FOR SUCCESS AND ENABLE GROWTH.

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