



Mitzi L. Vaughn
Vice President, Contracting

UPA Front Lines

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Front Lines Team Member

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President, UPA

Mitzi Vaughn, Vice President Contracting

Mitzi Vaughn began her career in healthcare at the early age of 16 as a Certified Nursing Assistant. Throughout a variety of health organizations, she gained knowledge with hands-on involvement. Her proficient roles comprised of direct patient care, liaison with network contracts and a variety of practice management were positions that cultivated her expertise. Her professional leadership roles hold over 40 years of experience in working in a variety of areas in the medical insurance industry. It was during her years while working with United Healthcare (UHC) that she was assigned University Physicians' Association, Inc. (UPA) as one of her VIP groups when working as a UHC representative. Mitzi celebrates 14 years being employed by UPA since 2011. When asked why she likes working in healthcare, she shares:

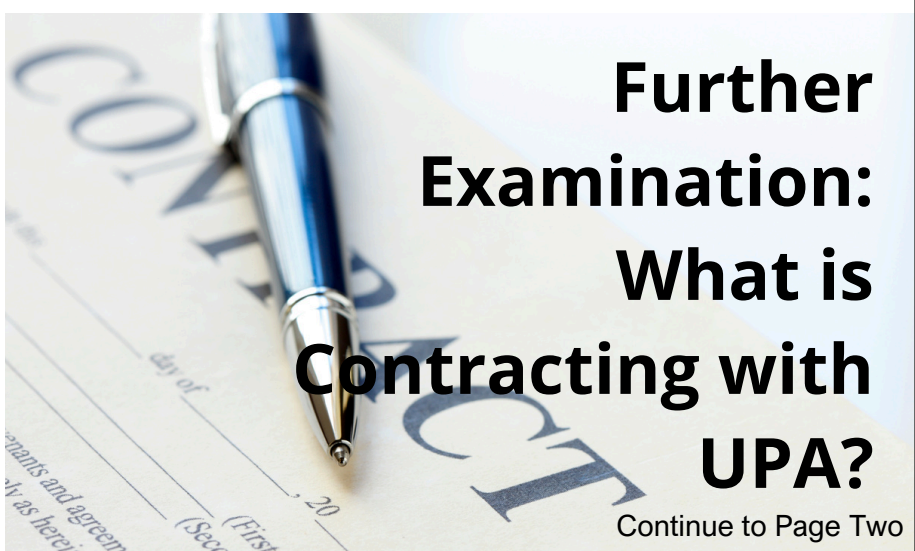
"It changes every day allowing me to grow in my knowledge!"

Mitzi's biggest challenges come with balancing responsibilities and relationships between the medical community and the payors.

Above all, her greatest achievement is found in her family and raising her four boys.

Mitzi's advice to others working in healthcare is,

*"Keep learning! Keep growing!
Never stop making a difference!"*



Further Examination: What is Contracting with UPA?

Continue to Page Two

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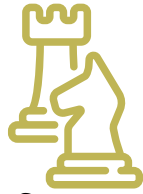
In order to provide quality patient care and ensure financial success, it is imperative that clear rules and standards are in place to create mutual and beneficial agreements between payors and practitioners. This is a time induced process that goes through a series of negotiations that involve reviews of documents, contracts, and calculations.

Appropriate Contract Flow:



Negotiations

Both parties engage to review proposal(s) and evaluate needs.



Strategy

Evaluate cost, networks, partnerships.



Contracting

Identify all terminology.



Credentialing

Stringent verifications.



Provider Enrollment

Engage with carriers to ensure proper system load.

Major factors come into play that include return on investment, market value, and quality oversight. Essentially, contracting is one way to manage the financial risk while providing a high-quality medical network.

With the right pieces in place, contracting ensures quality patient care with all parties involved. It is consistent eyes on moving parts that ultimately enables us to provide high quality care and maintain financial independence through these efficient workflows for our medical community.



Mitzi Vaughn
VP Contracting



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Contract Committee

The UPA Contract Committee is a panel of multi-specialty physician shareholders that meet on a regular basis.

They represent the many clinicians within UPA discussions throughout the carrier contract process and interact with the Board of Directors.

UPA contracts with Commercial, Exchange, Medicare Advantage and TennCare lines of business.

Mitzi Vaughn, VP of Contracting is the liaison between the UPA Contract Committee and the carriers.



Paul Branca, MD



Crystal Gue, MD



James McLoughlin, MD



Maria Javier, MD



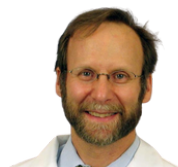
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Stuart Van Meter, MD



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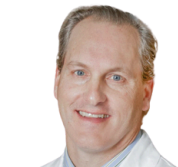
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