



# GOING BEYOND THE FIRST FILL

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HDA | CENTERS FOR  
CANCER CARE  
AND BLOOD DISORDERS



**SC ONCOLOGY**  
ASSOCIATES



utah cancer specialists

What is your Payer mix?

What was your payer relationship when you approached them?

What was the catalyst for approaching a payer?

Who was the person you initially contacted? Who was the decision maker(s) at the payer

What was your initial strategy? Anything you would have done differently?

Were there any barriers or resistance you had to overcome?  
How did you work through that process?

Anything that took you by surprise?  
Anything you were not prepared for?

Why do you think you were successful?

Any words of wisdom or advise?

# QUESTIONS?



**2018 NCODA Fall Summit**