



September 15, 2012

Re: Sleep Diagnostic and Therapy Services.

Dear Provider:

This letter is to inform you that effective January 1, 2013 Fallon Community Health Plan (FCHP) will be delegating Network Management and Claims Payment to Sleep Management Solutions (SMS), our current Sleep Benefits Management vendor, for all sleep diagnostic and therapy services. This change will require all current FCHP contracted rendering providers (Hospital, Free-standing, and DME Providers) to re-contract with SMS if you would like to continue to provide sleep diagnostic and sleep therapy services to FCHP members.

FCHP has requested that SMS provide an open network model for all currently contracted FCHP diagnostic providers, allowing them to contract with SMS as long as current providers meet the SMS minimum network standards (which have been approved by FCHP) and accept the SMS contracted rates.

In addition to the changes described above, SMS will also relinquish their current role as a Home Sleep Testing (HST) provider as they will now contract with local sleep lab providers to administer ALL diagnostic services (Attended Studies and HSTs). This will allow current FCHP providers to offer HST services once they are contracted with SMS. In order to be ready for the January 1, 2013 go-live date, SMS will begin their contracting activities with current FCHP diagnostic/therapy sleep providers October 1, 2012. FCHP asks current providers to expedite this process with SMS so that access to sleep diagnostic/therapy services will not be adversely affected.

FCHP has made the decision to delegate these services to SMS in order to continue to streamline sleep service management while maintaining a focus on delivering a high quality clinical experience for our members. FCHP has listened to our contracted sleep providers over the past 24 months and we believe the change in the model to allow contracted sleep diagnostic providers to provide HST services is best for both our members and sleep providers. If you have any questions concerning this change please call Kristen Adam, FCHP Contract Manager at 1-508-368-9568. For questions concerning how to contract with SMS, please call Mike Turcotte (SMS Network) at 1-888-497-5337, ext. 181130.

Sincerely,

Patrick W. Donahue
Senior Director
Network Development & Contracting
Fallon Community Health Plan