



Operational Brief

The Operating Model Behind Scalable **SNF Networks**



How Leading MA Plans
Reduce Administrative Drag
And Improve Network Performance

Built for scale. Designed for performance.



“

SNF delegated credentialing is my #1 priority.

— National Ancillary Contractor,
Top 5 MA Plan by Enrollment

”

You've done the work to get your network adequate.

As SNF networks grow, managing each provider under separate agreements creates administrative drag that slows scaling and suppresses performance.

So what's actually breaking performance today? →

Top 5 Reasons One-Off SNF Agreements Hold Back Scale and Performance



1 Fragmentation Creates Administrative Drag

- Each unique SNF contract becomes its own workflow.
- Teams spend more time maintaining than improving network performance.



2 Network Outcomes Are Inconsistent

- Different contract terms make it harder to improve performance consistently.
- Routine changes take longer and slow network expansion.



3 Onboarding & Updates Become Mini-Projects

- Adding another SNF or making a routine change becomes slow and repetitive.
- New adds and updates take longer than they should.



4 Performance Visibility Is Limited

- Performance tracking and claims review are harder to compare across facilities.
- High performers are harder to identify.



5 Scaling Value-Based Models Becomes Difficult

- Value-based reimbursement is difficult to expand without renegotiating facility by facility.
- Performance-based reimbursement stays limited and slow to expand.



Addressing the **Challenges**

To scale SNF networks more effectively, leading MA plans are shifting from facility-level agreements to a standardized, network-wide participation model.

What changes is the structure behind the scenes.

Contracting, onboarding, and coordination move into a single, standardized workflow rather than separate processes for each facility—enabled by shared infrastructure across the plan and network.

- ✓ **MNS Payor Portal** — centralized pricing, contracting, and network management
- ✓ **MNS Provider Portal** — onboarding, status tracking, and communication
- ✓ **Shared Workflows** — standardized processes across all SNFs
- ✓ **Turn-key Infrastructure** — enables rapid, scalable network expansion

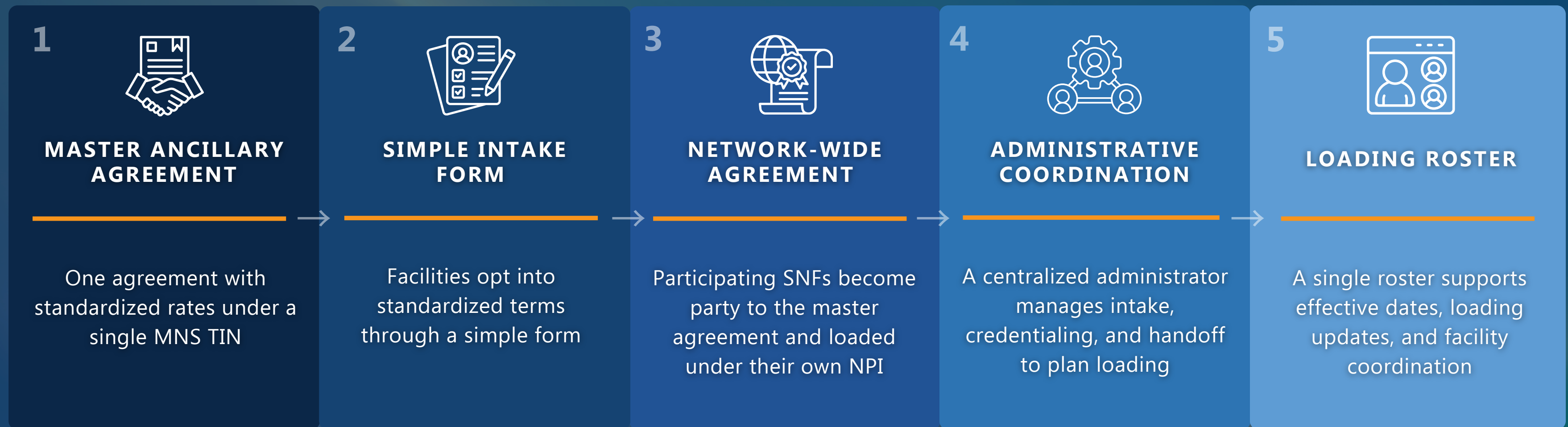


Messenger-Model **Mechanics**



A messenger-model contract allows the plan to maintain full network control while a centralized administrative partner coordinates the back-end paperwork behind a standardized network framework.

How the Messenger-Model Works



For the Health Plan: one contract, clearer visibility, faster updates.

For SNFs: simpler participation, faster onboarding, and clearer terms.

Accelerating SNF Network Expansion



MNS maintains a national messenger-model SNF network of facilities that plans can invite to participate under the agreement—enabling rapid expansion with standardized contracting, onboarding, and communication workflows through the MNS Payor and Provider Portals.

Speed for the Plan is Also Increased By:



Multiple MA Plans at Once

Facilities can participate across multiple MNS MA plans at once, increasing network attractiveness and accelerating adoption.



MNS' **CredentialPointe** Platform

CredentialPointe auto-fills SNF credentialing applications for all health plans and is available when facilities join the MNS network.



Web, E-mail and Letter Intake

SNF contract inquiries routed into a real-time dashboard, giving plans visibility into onboarding, credentialing, and adequacy.

The Operational **Difference**



Reducing administrative drag changes day-to-day network operations.

Traditional SNF Contracting	Efficient Framework
Dozens or Hundreds of Agreements	One Network-Wide Agreement
Individual Credentialing Cycles	Delegated Credentialing
Facility-by-Facility Onboarding	Standardized Intake
Separate Updates; Fragmented VBR Rollout	Network-Wide Rate updates and Attestations; VBR Rollout in 90 Days
Limited Post-Contracting Support	Centralized Credentialing, Onboarding, and Clinical Coordination Support

Not a different SNF network.

It is a higher-performing network that is easier to manage.



Centralized workflows extend beyond contracting—supporting care coordination, communication, and updates across all facilities to improve consistency.

See the **Performance Impact**

Case Study: 21.6% Reduction In SNF Length Of Stay Through VBR — Without Network Disruption

See how a national MA plan transitioned SNFs to value-based reimbursement without renegotiating individual agreements, reducing LOS by 21.6% while maintaining network adequacy and participation.

[See the Full Case Study.](#) →



Ready to Assess Your Own **Network?**

Compare your SNF model to leading MA plans and identify where reimbursement design, network structure, and operations may be limiting performance.

→ [Request Alignment Snapshot](#)