



Hosted by the Digital Medicine Society (DiMe) and the American Telemedicine Association (ATA), IMPACT is a pre-competitive collaboration of leading digital health companies, investors, payers, and consultants dedicated to supporting virtual first care (V1C) organizations and their commitment to patient-centric care.

Language matters. Terms used throughout this resource are defined in the [Glossary of Terms](#).

OVERVIEW OF THE GUIDE TO PAYER-V1C CONTRACTING

About IMPACT

The virtual first Medical Practice Collaboration (“IMPACT”) is the V1C initiative, co-hosted by DiMe and the ATA. It is working to expand access to high-quality, evidence-based V1C for patients, healthcare providers (HCPs), and payers to improve clinical and health economic outcomes, enhance access, and provide a better overall patient experience.

IMPACT brings together leading V1C companies, payers, investors, patients, and actuaries in a consortium to support the adoption of V1C. The cross-ecosystem model is a unique enabler for the field, as members jointly identify pain points or opportunities to tackle and work collaboratively to address them by developing action-oriented resources. The results of IMPACT’s work improve processes for administration and adoption of V1C, clinical effectiveness and an enhanced care experience for patients and providers alike.

Scope of the Guide to Payer-V1C Contracting

IMPACT developed this Guide to Payer-V1C Contracting to establish a common baseline for Payer-V1C contracting interactions. This document addresses the current lack of fit-for-purpose approaches to these agreements that incorporate the unique combination of features included in V1C solutions. It details all of the sections traditionally included in a payer-provider contract, and contemplates wraparound services and features that wrap around these providers as components of V1C.

Target Users

IMPACT created this resource for innovators, leaders, and decision makers in V1C companies, and payers who are considering including V1C solutions in their offering.

Within V1C companies, the following audiences will find this resource particularly useful:

- CEOs

- Commercial leads
- Business development functions
- Sales teams
- Legal counsel (internal and external)

At payer organizations, various groups will benefit from this resource:

- Innovation groups charged with piloting and integrating V1C at larger companies
- Chief Medical or Health Officers at smaller regional plans
- Networking
- Procurement officers
- Product teams responsible for contracting and integrating new providers onto the plan
- Legal teams handling contracting with novel V1C solutions

QUICK LINKS: [GUIDE TO PAYER - VIRTUAL FIRST CARE \(V1C\) CONTRACTING](#)

Overview

[Payer-V1C Contract Fundamentals](#)

[How To Use The Guide to Payer-V1C Contracting](#)

[Glossary of Terms](#)

Contract Body

- [Termination Rights](#)
- [Assignment of Agreement or Obligations](#)
- [Business Associate Agreement](#)
- [Publicity](#)
- [Payment](#)

Contract Exhibits

- [Data](#)
- [Subcontractors](#)
- [Credentialing/Certification & Licenses](#)
- [Audits](#)
- [Publication Rights](#)
- [Statement of Work](#)