



## Colorado Physical Therapy Network

Welcome,

CPTN is an Independent Practice Association (IPA) comprised of 100 outpatient rehab clinics; providing coverage throughout the state of Colorado.

CPTN is a messenger model IPA; the role of CPTN is to act as a *messenger* between the managed care Payor/Carrier and independent practice providers/clinics. In the eyes of the Federal Trade Commission (FTC) these clinics are competitors.

The role of the messenger is to enhance efficiencies between the Payor/Carrier and the providers. A role of the Payor/Carrier "providing a managed care plan shall maintain a network that is sufficient in numbers and types of providers to assure that all covered benefits to covered persons will be accessible without unreasonable delay (10-16-704)."

The structure of CPTN does not allow the organization to *negotiate* reimbursement terms on your behalf. CPTN may messenger out an offer from a Payor, however each independent practice must *confidentially* make their own independent business decision to accept or decline the proposed offer.

Currently CPTN holds participation agreements with the enclosed "CPTN Payors" listing. Reimbursement terms vary by Payor contract and will be disclosed upon approval by the CPTN Board of Directors.

Subsequent to review of the application materials, I will send you a copy of the "On-Site Evaluation". Upon your review we may schedule said on-site visit.

After the on-site review, my findings are sent to the CPTN Board of Directors for their acceptance.

I will then send you a contract listing, to include reimbursement terms – please select those Payors with which you wish to participate with through CPTN.

Payors will be notified of your participation and the Payor will then assign an effective date for your participation. CPTN will then communicate the effective date to you.

As new contract proposals are offered to CPTN you will receive an "Opt In/Out" letter, fax, or e-mail notification.

At that time you must make a business decision regarding your participation.



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CPTN may provide educational assistance and tools to assist you in making an informed business decision.

The entire process time-frame estimate is approximately 60 days from the time CPTN receives your completed application materials.

Mark Engleman  
Executive Director  
Colorado Physical Therapy Network



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As you may be aware, CPTN is the only network in the state that is owned and operated by Physical Therapists to facilitate the continuation of private practice in Colorado. Over the past several years, this network has worked diligently and effectively to access desirable contracts.

CPTN has in the past been able to receive reporting from insurance carriers on revenue received by each clinic. This is no longer possible, so CPTN is now unable to bill clinics based on volume of business. A flat annual dues per clinic is necessary. The CPTN board has approved an annual fee of \$1980 per site.

The Board members would like to emphasize that CPTN is a non-profit entity and is using this fee to benefit members. First, fees will be put towards marketing efforts to continue to expand the list of insurances our members can access as well as discussion of current contract reimbursement. Second, as membership grows so does liability and therefore insurance costs. Directors and Officers Liability Insurance this year costs \$ 16,000. Finally, basic operating costs such as staff salaries, rent, and utilities must be met.

CPTN will be collecting this fee in three (3) quarterly installments of \$495, or monthly installments of \$165. Please keep in mind that the dues are inclusive and there are no longer any per claim assessments or percentage charges. Moving forward, this fee will apply to each clinical site regardless of size, patient volume, or number of therapists (this also includes satellite locations).

CPTN is a professional membership organization operating as a third party administrator. CPTN does not offer partial memberships or pro-rated dues to members. We are unable to operate on an “a la carte system”. All clinics have access to all contracts available to the network (unless the insurance carrier selects clinics geographically). However, clinics are free to “opt in” and “opt out” of contracts due to CPTN’s status as a messenger model system. As a result, many clinics participate in all contracts, but some choose, for a variety of reasons, not to participate in certain contracts.

Please check out the CPTN website at [www.coloradophysicaltherapynetwork.com](http://www.coloradophysicaltherapynetwork.com) for information about our secondary network: Rocky Mountain Rehab Alliance (RoMoRA)

The CPTN Board looks forward to continuing to assist you in accessing important contracts.

If you have any questions please contact Mark Engleman at (303) 757-7004 or [cptn@comcast.net](mailto:cptn@comcast.net).

## CONTRACT LIST

Anthem

Moratorium on new clinic adds by Anthem in urban areas

Cigna

Cigna Medicare Advantage

Cofinity

Colorado Access/ CHP+

CorVel

Coventry

HealthNet/ TriCare

Taking up to 180 days to credential

HomeLink Therapy Network

MedRisk

MultiPlan

One Call

Rocky Mountain Health Plan

TheraMatrix

Town & Country (DPS)

Denver Public Schools is our main contractor through Town & Country.

UCHealth Administrators/  
TriWest

TriWest is through our UCHealth Administrator contract.



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