

# Intellihealth

As a leading medical technology software and clinical services company, [Intellihealth](#) is dedicated to scaling and democratizing access to effective medical care for obesity.



## The Problem

- » Intellihealth is relatively new to selling into the payer market and the virtual care transition process.



## The Resources

- » Intellihealth, an [IMPACT member](#), has used resources from the [Payer-V1C Contracting Toolkit](#) to guide payer negotiations and care transitions, such as [contract templates](#)



## The Impact

Using IMPACT resources helped Intellihealth:

- ✓ Refine / Improve contracting processes
- ✓ Save time
- ✓ Improve negotiations

The IMPACT contracting toolkits helped get into Aetna, Cigna and Empire. They are also currently in conversation with other virtual care first companies.

*“We found IMPACT resources have helped us establish a framework that guided us in navigating negotiations with various payers and served as a counterbalance to some burdensome demands.”*

**— Sloan Saunders, CEO,**  
Intellihealth