



[Visana Health](#), an [IMPACT member](#), is a virtual health clinic that provides integrated, multidisciplinary care for chronic women's health conditions. Its collaborative care platform enables providers to work together to create personalized, evidence-based care plans and deliver high-quality medical care virtually.

We appreciate that the contracting toolkit is universally applicable to all V1C companies. We continue to leverage it to ensure we've covered everything we need to in contracting discussions.

— Visana Health leadership



The Problem

- » Visana Health leverages several [V1C payment models](#). It wanted to better understand the best practices and pitfalls associated with each payment model as it relates to various [V1C components](#).



The Resources

- » Visana continues to employ several sections of the [Payer-V1C Contracting toolkit](#) in its negotiations with potential payers.
- » For example, Visana has used the [Contract Exhibit: Data](#) section of the resources to ensure alignment on data ownership, transfer, security, and privacy with external partners.



The Impact

- » Visana's use of IMPACT's Contracting Toolkit resources allowed it to have a more structured process while working with payers and a clearer understanding of what they need to cover in a contract, specifically as a V1C solution.
- » Using these tools led to:
 - ✓ Refined / Improved systems or processes
 - ✓ Time savings
 - ✓ Strategic recommendations