Fair Negotiations Lead to Better Deals For Patients - Adopt Quiet Period Reforms

LOCAL BUSINESS RELIEF COALITION

Quiet Period Reforms

During contract negotiations between hospital systems and health plans, large hospital networks often use tactics to scare the public and insurance plan members to exert undue pressure on the negotiation process. When this tactic succeeds, it typically leads to increased costs for consumers.

Preventing disruptions and undue influence in the healthcare market caused by public disclosures of ongoing negotiations, including but not limited to threats of coverage loss, which may unfairly influence outcomes and destabilize coverage availability, would promote fairer negotiations between parties.

Ensure Fair Negotiations

New York should enact a mandatory quiet period to ensure fair negotiations between provider networks and health insurers while maintaining confidentiality. This measure should:

- Cover the most sensitive negotiation phases and cooling-off periods
- Prohibit public negotiations and statements by both parties

This approach would foster balanced discussions and protect the integrity of the negotiation process.

Fairer negotiations mean lower priced healthcare for small and local employers, their employees, families and all New Yorkers who pay for healthcare.