

Insurance Panel Prioritization Worksheet

Rank Payers by Market Share, Reimbursement, Speed, and Burden

How to use this worksheet: Score each payer you are considering on the four factors below (1-10 scale). Multiply by the weight and add up the total. Credential with the highest-scoring payers first.

The Four-Factor Framework

FACTOR	WEIGHT	WHAT TO EVALUATE
Patient Volume Potential	35%	Local market share — what percentage of insured patients in your ZIP code use this payer?
Reimbursement Rates	30%	How does this payer pay for your most common CPT codes compared to Medicare rates?
Processing Speed	20%	Average credentialing timeline — how quickly will you be able to start billing?
Administrative Burden	15%	Ease of enrollment — online portal, CAQH-based, documentation requirements, follow-up needed

Payer Scoring Worksheet

Score each factor from 1 (worst) to 10 (best). Multiply by weight. Sum the weighted scores for your total.

PAYER NAME	VOLUME (X0.35)	REIMB. (X0.30)	SPEED (X0.20)	ADMIN (X0.15)	TOTAL SCORE	PRIORITY

PRIORITY	PAYER TYPE	RATIONALE
3rd	Medicaid (if applicable)	Long timelines require early submission. Some states allow retroactive billing.
4th	2nd commercial payer by market share	Fills remaining volume. Submit after first commercial is in process.
5th	3rd commercial payer	Round out your panel. Most practices reach 80% coverage with 3-5 payers.

My Enrollment Plan

PRIORITY	PAYER	TARGET SUBMIT DATE	EXPECTED APPROVAL	NOTES
1st				
2nd				
3rd				
4th				
5th				

Not sure which payers to prioritize? PayerReady analyzes your market data and recommends the optimal enrollment sequence. Visit payerready.com or call (209) 444-7244.