

Independent GI group gains \$300,000 increase in additional revenue from fee-for-service revenue within first month

 **CASE STUDY: Reimbursement Pathways team helps practices enhance reimbursement**



The Challenge:

An independent GI group with 20 physicians had a relative lock on the local GI marketplace. The practice had stopped measuring performance because the competition was limited which caused them to slip into a comfort zone, not realizing they were missing out on potential additional revenue.

The practice's fee-for-service contracts had not been updated in seven years. As a result, revenue was stagnant, and the practice was missing out on significant revenue enhancement opportunities.



The Solution:

With strategic guidance from the Reimbursement Pathways team, the practice to gather credible, robust, GI-specific data on patient experience, patient engagement, clinical effectiveness in quality and safety, and cost efficiency.

Armed with this data, the practice opened negotiations with payers, leading to the following enhancements:

- Generation of an additional \$300,000 in annual revenue
- Ability to initiate value-based reimbursement negotiations with payers
- Building the foundation for bundled payment, and shared savings program development



Reimbursement Pathways

Steeped in industry best practice policies and procedures, Reimbursement Pathways is dedicated to addressing real-world issues facing healthcare providers through simple solutions. Our team of professionals focuses on optimizing contract management processes to create significant cost savings and maximizing payer fee-for-service and fee-for-value reimbursements to enhance cash flow and create new revenue streams. In short, we partner with you to ensure you achieve your greatest financial success. Our process:

- Apply Best Practice Contract Management Activities
- Define Your Value Story
- Perform a Payer Portfolio Analysis
- Execute a Negotiation Strategy Based on Proven Negotiation Principles

