

# Small, Independent Hematology and Oncology Practice Improves Operations and Reimbursements to Remain Independent



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



## The Challenge:

A small, three-physician hematology and oncology practice faced being absorbed by a health system or closing their practice. The practice was failing to keep up with changes in the healthcare industry. Negligence and mismanaged contracts were causing operations to suffer and allowing for missed opportunities for revenue growth. In some instances, the practice had payment levels 40-50% behind the market. While 80% of the practice's business was acquired through drug sales, the practice was not making a profit.

To remain independent and improve practice operations, the practice wanted -- and needed -- a 30-40% increase in reimbursements.



## The Solution:

The Reimbursement Pathways team, armed with data from SE Healthcare's Physician Empowerment Suite®, worked to assess payers and other relevant data to develop a strategy to remain independent. A Payer Portfolio Analysis was conducted to understand payment levels and determine where gaps existed. Using this information, a strong proposal was developed based on informed data to negotiate with payers. Equipped with this data, the practice was able to:

- Bring data and a strong argument to major payers
- Achieve 25% increase in reimbursement from payers
- Negotiate overturn of 90% of denial valued at nearly \$60,000



## 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

