

# Independent Specialty Practice Updates Out-of-Date Payer Contracts to Earn Increased Reimbursements

 **CASE STUDY: *Reimbursement Pathways* team aids providers in increasing practice and surgery rates**



## The Challenge:

An independent specialty group with 16 physicians had not updated payer contracts for several years due to persisting fear from past scrutiny. The specialty group provided new services which required new payer contracts and forced the practice to review existing payer contracts. The practice utilized professional help from *Reimbursement Pathways* because of heightened and continued sensitivity remaining from their experience with an outside entity.



## The Solution:

The *Reimbursement Pathways* team, armed with data from *SE Healthcare's Physician Empowerment Suite™*, gathered credible, robust, specialty-specific data on patient experience, patient engagement, clinical effectiveness in quality and safety, and cost efficiency. Armed with this data, and under the close guidance of *Reimbursement Pathways* and their proven reimbursement techniques, the practice created payer-specific strategies and opened negotiation. Equipped with this data, the practice:

- Achieved a 23% increase to practice fee schedule rates and a 50% increase in facility rates with a large regional payer
- Received an invitation to join the clinically integrated network (CIN) being developed by the same payer and one of its local health systems
- Built the foundation for bundled payment, shared savings program, and other value programs



## 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

