



OVERVIEW OF SERVICES

QHR Managed Care Services makes sure you have the processes in place to insure that current or proposed managed care agreements will help you meet your hospital's net revenue targets.

CONTRACT REVIEW AND ASSESSMENT

The top five managed care agreements typically generate 80-90% of a hospital's managed care revenues. QHR managed care specialists review those key agreements, focusing on the language and financial components that will enhance subsequent contract negotiations for the hospital.

CONTRACT NEGOTIATIONS

If your hospital experiences difficult or complex negotiations with a specific payor, you may benefit by having our seasoned contract negotiator represent the hospital. Your hospital can approach the contracting process as managed care plans do, by using QHR professionals with the same skills, experience, and modeling tools to insure your facility gets the best possible deal.

REVIEW OF HOSPITAL MANAGED CARE PROCESSES

Unless key processes and support tools are in place to accurately implement a managed care contract, even the best negotiated contract will never meet its original targets. QHR experts can insure that your staff has the proper tools to administer each agreement, including an effective claims payment validation process and denial management program.

RETROSPECTIVE CLAIMS REVIEW - DENIAL MANAGEMENT SERVICES

Through a vendor partner, QHR can identify retrospective identification and collection of underpayments by managed care and commercial payors. Our partner works with each location on a contingency basis to obtain the additional reimbursement. These professionals can also represent the hospital in their denial management activities on an ongoing basis.

STRATEGIC ASSESSMENT OF HOSPITAL MANAGED CARE MARKET

Occasionally a dominant managed care plan in a market is unwilling to negotiate an agreement with a hospital. QHR consultants can develop and help execute a managed care strategy to reposition the hospital with other payor alternatives and recover some lost revenue opportunities.

MANAGED CARE EDUCATIONAL PROGRAMS

QHR Managed Care Services conducts educational programs through the QHR Learning Institute that address emerging issues within the managed care arena.

contact

Howard Green, Director
Managed Care Services
QHR Consulting Services
105 Continental Place
Brentwood, TN 37027
T 800-233-1470, x2010
E Howard_Green@qhr.com

CONSULTING
SERVICES

QHR provides consulting services, management support, operational turnaround, new hospital development, asset merger/lease sale assistance, education and training programs to healthcare providers and health systems nationwide.

