

CONTRACT REVIEW AND ASSESSMENT



A Managed Care Contract Review focuses on the key language and financial payment issues that must be addressed properly to avoid unforeseen reimbursement issues or operational requirements the hospital cannot administer.

KEY BENEFITS

Prevents reduced net revenue and unresolved conflict with payors which can occur without the appropriate contract language and terms.

- Process includes the use of a checklist to insure that all key issues are identified for potential change along with the provision of "best contract counterproposals".
- Process results in the provision of proposed language and financial modifications that can be electronically pasted to a hospital counteroffer.
- Process takes advantage of seeing the same boilerplate proposals from key national payors on a regular basis and knowing what areas typically can be modified for improvement by a key payor.
- Process often includes initial "counter proposals", as well as "backup alternatives" if payor is unresponsive to initial proposal.
- Recommendations are prioritized to identify those changes with the greatest impact financially and otherwise.
- Recommendations include "payment methodologies" that protect and positively impact the net revenue of the hospital, taking into account its specific services.
- Recommendations will address those items that are known to be "reimbursement killers" or pose "future risk" for the hospital.
- Recommendations address those contract provisions that can not be administered without "undue additional cost or complexity".
- Recommendations address ongoing managed care issues such as "silent PPO activities", prompt pay expectations, as well as emerging issues such as "high deductible policies", "discount cards", and Medicare Advantage products.
- Recommendations maximize ongoing hospital net revenue by leveraging contractual stability needs of the network for predictable ongoing increases.

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

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.

