

Practice Management and Business Consulting Services

Contract Negotiations and Payer Management

As the industry moves away from fee-for-service payment, performance or “value-based” payment models are rapidly emerging. Understanding what that means for your practice, and how to take advantage of early incentives being offered by health plans, is key to your practice’s survival and growth.

- **Payer Contracts**

At The Verden Group we speak their language and yours, helping you get the most out of your contracts. Contracts negotiated by The Verden Group results in either better rates or a more sustainable payer mix. We assess existing contracts to determine where negotiations may be feasible, what areas in the contract terms may need to be improved, or if a change to your payer mix is a better option. Understanding the language in the contracts you have signed is critical to maintaining compliance and managing Payer relationships.

- **Improved Economics**

Negotiating better rates with your Payers isn’t always possible, and that’s not the only way to improve economics. We’ll assess your Payers policies and procedures to determine where efficiencies may be negotiated. Improved contract terms, such as prior authorization waivers on routinely performed procedures, can go a long way to reducing costs in the revenue cycle. Our consultants will assess the costs involved in doing business with certain Payers and help you change your Payer mix over time to ensure sustainability.

- **Policy Management**

Understanding Payer policies and policy changes as they concern your services is critical for minimizing take-backs and compliance risks. Not knowing about medical criteria that needs to be incorporated into patient chart notes can put you at risk for recoupment, or worse, accusations of fraud. We perform a thorough assessment of the policies pertaining to your highest volume procedures and assess where compliance can be improved.

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