

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

 **CASE STUDY:** SE Healthcare's *Physician Empowerment™ Suite* data helps practice 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 significant increase in reimbursements.



THE SOLUTION:

The practice worked with SE Healthcare, and its partner Reimbursement Pathways, 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**



THE PHYSICIAN EMPOWERMENT™ SUITE

Empowering healthcare providers through data analytics by measuring critical performance metrics to drive improvement and growth.

The Physician Empowerment™ Suite Difference:

- Unique questions and content carefully formulated by healthcare thought leaders
- Simple, easy-to-use, affordable platform to enhance user experience
- Real-time, actionable insights to improve your decision making
- Specialty-specific to gather the data that matters most
- Credible data beyond the basics to also focus on critical topics like physician burnout, reimbursement, and patient engagement