

# Independent Specialty Practice Updates Out-of-Date Payer Contracts to Earn Increased Reimbursements

 **CASE STUDY:** SE Healthcare's *Physician Empowerment™ Suite* 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 SE Healthcare, and its partner *Reimbursement Pathways*, because of heightened and continued sensitivity remaining from their experience with an outside entity.



## THE SOLUTION:

Through *SE Healthcare's Physician Empowerment™ Suite*, the practice 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 SE Healthcare's partner *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



## THE PHYSICIAN EMPOWERMENT™ SUITE

Empowers 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