

# The Reimbursement Effectiveness™ Platform

Identify market value and engage payers during negotiation



## The CHALLENGE

All practices, whether independent or employed, are facing increasing challenges due to a complex, ever-changing healthcare industry. These challenges include:

- Increased consumerism
- Increased costs due to inflation and regulation
- Increased competition
- Providers are now facing an emerging threat of being excluded from new networks.

## Our SOLUTION

The Reimbursement Effectiveness™ Platform, together with the Physician Empowerment™ Suite, aids practices of all sizes in:

- ✓ Enhancing operational performance
- ✓ Mitigating risk
- ✓ Improving reputation
- ✓ Optimizing reimbursement

The RE tool leverages Patient Experience and Clinical Effectiveness data contained in the Physician Empowerment™ Suite to develop a “value story” for a practice. It also develops an analysis of payment levels for a practice’s top 3-5 commercial payers. This powerful, insightful, and actionable information empowers healthcare providers to drive performance within its practice and engage payers for enhanced FFS and FFV reimbursements.

The Reimbursement Effectiveness™ Platform is comprised of three key components – a payer portfolio analysis, value story, and video library – which, together, help practices understand opportunities for increasing payment levels for their commercial contracts, negotiate leverage points to support engagement with a payer, and benefit from a proven process for ensuring success. The tool takes the pressure of finding a way to win with the payers off of practices and allows them to focus on patient care.



# Reimbursement Effectiveness™ Platform

## Comprised of Three Components



### The **PAYER PORTFOLIO ANALYSIS**

This benchmarking analysis of top commercial payers to Medicare or some other source highlights where practices are being underpaid and allows practices to create a fee-for-service strategy. This strategy will be payer-specific for top commercial payers and can be utilized to request an increase in fee-for-service rates and overall payment levels. The Payer Portfolio Analysis also:

- Allows for comparison between payer contracts
- Highlights opportunities to improve payments
- Provides reports to understand opportunities for improvement



### The **VALUE STORY**

This report helps quantify a healthcare provider's value to key stakeholders in the market based on various aspects of patient care and practice operations and provides leverage to negotiate enhanced payment rates. The report displays areas where the organization thrives and can make improvements using data from the Physician Empowerment™ Suite. Value story categories include:

- Quality
- Efficiency
- Patient Experience
- Physician Burnout
- Patient Safety



### The **VIDEO RESOURCE LIBRARY**

This database of instructional videos walks users through a variety of topics and showcases our expert knowledge on reimbursement subject matter, including understanding value-based pay and a contract life-cycle, scorecard, inventory of terms, and performance. Other video topics include, but are not limited to:

- Changing landscape of healthcare
- Comparison of payer contracts
- Comparing value-based pay and its tracks
- Understanding components of value story
- Additional insights and information to add to practice's value story

## Your Partner in Increasing Reimbursements

The SE team is here to support you throughout the process to make sure you achieve optimal results. It all kicks off with a brief 15-minute orientation call to discuss the best way to set up your new account and answer any questions you may have about the on-boarding process. Whether you are using the Patient Experience, Clinical Effectiveness, or Reimbursement Effectiveness™ Platform one of our knowledgeable team members will discuss the

on-boarding process and how to be most effective in your use of the Physician Empowerment™ Suite.

Our support doesn't end there. As a subscriber to the Physician Empowerment™ Suite, you'll have access to continued support from our team. Just give us a call or send us an email during regular business hours, and we will be there to help.