



How To Tell If You Need

Payor Contract Management Software

Payor Contract Management Systems today do far more than calculate reimbursement. They can give you a 10:1 ROI. If the system costs \$100,000 you could expect to recover approximately a million dollars.

Ask yourself how well you think you are doing at your organization in the following 10 areas?

- Implementing a Payor Contract Management System
- Communicating Payor Contract terms within your organization
- Negotiating Managed Care Contracts and Renewals
- Utilizing Payment & Reimbursement data
- Comparing Payor Contract Performance
- Improving Payor Contract Language
- Reviewing and collecting underpayments
- Posting automatic Payor Contractual write-offs
- Managing technical & clinical denials
- Providing uncollected data extracts to recovery firms

If you already have a contract management system, ask yourself how you measure up against these key eleven considerations:

- How do you use your Payor Contract Management System in the Revenue cycle?
- Who are the key users?
- What additional knowledge and skills do users need today?
- Who performs your system table changes, interfaces and daily monitoring?
- How confident are you in the data interfaced to the Payor Contract Management system?
- Are your contracts completely coded, tested, and working?
 - Medicare & Medicaid, Tricare & Worker's Comp
 - Managed Care/Commercial
- How do you use the system for modeling projected impact of proposed contracts?
- Are you able to report on Key Performance Indicators for payor performance?
- Can you use the system to manage your Self-Pay and uninsured?
- Are your reports accurate, efficient, and available at every level of the organization where needed?
- Is your IT actively supportive of this critical system?

We have provided over 100 hospitals and healthcare providers with tools and expertise to improve their use of software and raise their bottom line. Most have recovered their software investment in the first year and gone on every year to collect millions of dollars they would have otherwise lost.

We can expedite your return on investment. We maximize your Payor Contract Management System functionality as it relates to your revenue cycle and other business processes. It's one of those win-win-win situations.

Let us help you tackle your most important issues first.

Contact Jodi Bloom today at 615-373-1466 to explore the next step.