



MANAGED CARE SERVICES

The objectives of providers in contracting with managed care payors have shifted significantly in recent years. In the past, providers have focused their contracting efforts on obtaining and maintaining patient volumes, even at the expense of optimal financial performance. Now, however, providers have realized that to maintain profitability they must effectively manage the contracting cycle, aggressively negotiate their financial arrangements and contract terms with payors and ensure that they are being paid appropriately to the terms of the arrangements.

Dixon Hughes PLLC has the knowledge and the automated contract management tools required to help hospitals effectively manage all elements in the contracting cycle. We do this by helping you:

- Develop a comprehensive contracting and negotiating strategy
- Develop financial models to determine the impact of managed care reimbursement terms
- Review current and proposed reimbursement rates and identify opportunities for improvement
- Evaluate proposed contracts to identify problematic language
- Assist with negotiations by drafting letters and proposals and leading face-to-face discussions with payors
- Audit the accuracy of reimbursement compared to contract terms using automated contract management tools to help identify contract underpayments and revenue enhancement opportunities



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For more information:

To learn more about our services, visit our web site at www.dixon-hughes.com/healthcare or call us toll-free at 1.877.424.6324.