



Contract Analysis Module

Harness the Power of MPV Phynance™

Contract Analysis can substantially boost practice revenues through better-informed negotiations and contract management.

Phynance Contract Analysis tells exactly how proposed contracts with payors will affect revenues — before you sign.

HAS THIS HAPPENED TO YOU?

- **YOU SIGN A CONTRACT THAT THE PAYOR SAYS RAISES REIMBURSEMENT 3% — ONLY TO FIND REVENUES DOWN 2% AFTER SIX MONTHS.**
- **YOU WIN A 15% CONVERSION FACTOR INCREASE — ONLY TO LOSE IT ON TIGHTER BUNDLING, ANCILLARY SERVICE OR MULTIPLE SURGERY RESTRICTIONS.**
- **YOU SIGN WHAT LOOKS LIKE A GOOD CONTRACT WITH A NEW PAYOR — ONLY TO DISCOVER IT DEEPLY DISCOUNTS REIMBURSEMENT FOR THE PROCEDURE YOUR TOP PHYSICIAN PERFORMS MOST OFTEN.**

With today's complex medical services agreements, contracting issues like these are more the rule than the exception. It's because most medical groups — and even most health plans — have no way of accurately predicting how a change in any of the hundreds of variables in third-party contracts will affect reimbursement for the precise mix of services you deliver.

MPV's Contract Analysis module is the solution. This powerful analytical tool seamlessly integrates with Phynance to model contract performance. Making full use of Phynance's powerful claims valuation engine and your detailed contracts and claims history, you can accurately apply proposed contract terms to the precise mix of services you provide — a custom impact analysis based on real-world experience.

With Contract Analysis you can:

- **Accurately assess the overall and specific impacts of each contract** — precisely model revenues down to how much individual physicians could gain or lose.
- **Identify hidden “take-aways”** — spot costly reimbursement rule changes so you can negotiate them out of your contract.
- **Model the financial impact of alternate contracts** — run “what if” scenarios to assess the impact of carve-outs, alternate fee schedules and modifier rules and different subsets of your claim file.
- **Negotiate better-performing contracts** — target your bargaining strategy on the factors that affect your reimbursements most.

Why guess how much your contracts are worth? Know before you sign with Contract Analysis.

13630 Briarwick Drive
Suite 110
Austin, TX
78729
tel 512.439.0215
fax 512.795.9529
www.mpv.com

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Medical Present Value

1-866-930-1230

www.mpv.com

Take control of your contracting process

Contract Analysis features:

- **Powerful claims valuation engine** — using Phynance claims logic, you can accurately value claims by taking into account all line items and associated claims and bundling and payment rules.
- **Expert contract definition and up-to-date data** — MPV's team of seasoned contract analysts manages the contract database for Phynance clients. MPV's reimbursement analysts continually track updates of Medicare and other government payment rules. You can draw on these resources to accurately assess the impact of any contract change based on industry-standard terms.
- **Accurate service mix** — because you can apply a proposed contract to your actual historical service mix, you can tell much more precisely how it could affect your revenues than if you analyze a standard set of services.
- **100% impact analysis** — proposed contracts can be applied to your entire claims history for a given contract, if you wish, instead of just a sample, giving you a more precise picture of impact over time and among providers.
- **Multi-level contract impact analysis** — applying proposed contract terms at the line-item level produces a detailed analysis of a contract's impact based on historical service mix at the overall, department and individual physician levels.

Contract Analysis benefits:

- **Spot unfavorable contracts** — if the payor says the contract will lead to a 10% increase, you can tell how it will really affect your revenues based on your actual service mix.
- **Target negotiating opportunities** — if the payor won't budge on conversion factors for fear of setting a precedent, see if they'll increase your multiple surgery multipliers or relax other reimbursement rules.
- **Compare competing contracts** — if capacity is an issue, get an accurate read on which contract will net you more given your specific service mix.
- **Predict revenues from new payors** — apply proposed terms to the service history of another payor with patients from a similar industry or with similar demographics.
- **Lower contract administration costs** — eliminate underperforming contracts to cut the cost of negotiating, monitoring and servicing contracts.

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About MPV

MPV helps medical groups to maximize the value of their payor contracts and improve revenue cycle efficiency through a comprehensive set of financial tools and services designed to optimize contract performance, identify and recover underpayments, correct front and back-office errors, negotiate better contracts and reduce patient write-offs.