



FOR IMMEDIATE RELEASE

Desert Radiologists Partners with MPV

Combination of services and technology will help group identify payment variances and maximize revenue

AUSTIN, Texas. – September 11, 2007 – Desert Radiologists, Inc., a Las Vegas-based specialty group with 39 radiologists, has signed a contract with Medical Present Value, Inc. (MPV), to automate its payor contract management. MPV, a leading provider of financial tools and expert services to monitor payor contract performance, will help the group reduce bad debt, audit payment for medical claims and analyze the impact of new contract terms.

“We recently transitioned our billing services in-house and wanted to optimize reimbursement, which is extremely difficult when managing payor contracts manually,” said William P. Moore II, CEO of Desert Radiologists. “Using MPV services and technology to automate our contract management will enable us to become more efficient. Additionally, MPV’s sophisticated reporting and analysis tools will provide invaluable business intelligence so we can negotiate more favorable contract terms.”

Using MPV’s consultative services and Web-based Phynance application, Desert Radiologists will be able to:

- Streamline payor contract management;
- Identify payment variances;
- Submit contract-based appeals;
- Increase time of service collections;
- Lower billing and contract administration costs; and
- Optimize revenue.

Phynance is a Web-based application that values healthcare claims based on the terms of each individual payor contract. During implementation, MPV analysts review contract terms and load them line-by-line into Phynance, creating a database of client-specific contract terms, fee schedules and payment policies. Staff members can then use Phynance on a daily basis to better identify and appeal underpayments as well as detect potential registration and posting errors.

With the information stored in Phynance, Desert Radiologists will also be able to analyze the terms of proposed contracts based on the actual mix of services it provides, helping create a negotiation strategy focused on the factors that will have the greatest impact upon reimbursement.

“Payor contract oversight is a difficult task, but MPV’s approach helps to simplify the process and provide groups with a better understanding of their payor contracts,” said Tom Stampiglia, CEO of MPV. “Desert Radiologists’ decision to use MPV validates the need for thorough and efficient contract management at physician

practices nationwide.”

About MPV

MPV provides medical groups with financial tools and expert consultative services to monitor payor performance; verify reimbursement; reduce registration, coding and posting errors; negotiate better contracts; and improve overall cash flow. Serving more than 22,000 physicians nationwide, MPV gives clients better control of their payor contracts, improves workflow efficiency and strengthens the bottom line. For more information, please visit www.mpv.com.

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