



## FOR IMMEDIATE RELEASE

### **Phoenix Children's Medical Group Selects MPV to Track Payor Contract Performance**

*Group to utilize MPV services and technology to negotiate better contract terms*

AUSTIN, Texas. – September 18, 2007 – Medical Present Value, Inc. (MPV) today announced a new contract with Phoenix Children's Medical Group, a pediatric practice owned by Phoenix Children's Hospital and based in Phoenix, Ariz. MPV, a provider of financial tools and expert services to manage payor contracts and audit reimbursement, will help the group to detect payment errors and optimize revenue.

"Managing today's complex payor contracts is a time consuming, costly and inefficient process," said Larry Smith, chief financial officer at Phoenix Children's Medical Group. "Since we recently restructured our billing operations, the time was right to automate our payor contract management. By using Phynance, we will be able to streamline workflow and recover more revenue."

MPV contract analysts will define the terms of each payor contract and load them line-by-line into the Phynance™ application, creating a database of client-specific contract terms, fee schedules and payment policies. Staff at Phoenix Children's Medical Group will use this data to better identify and appeal claims paid at less than the contract rate and to monitor overall contract performance.

"MPV's reporting and analysis capabilities will improve our ability to pinpoint payment variances, negotiate better contract terms and increase cash flow," said Michelle Erikson, director of physician revenue cycle at Phoenix Children's Medical Group. "Also, by using Phynance to estimate a patient's portion of medical costs prior to service, we will be able to further improve revenue cycle management across the organization."

With the contract information and claims history stored in Phynance, Phoenix Children's Medical Group will be able to perform what-if analyses that determine how proposed contract terms will affect payment. As a result, the group can evaluate the impact of new contracts on the exact mix of services it provides.

"Phoenix Children's Medical Group's selection of MPV reinforces the importance of payor contract management," added Tom Stampiglia, CEO of MPV. "Validating claim payments from third-party payors is an important step in ensuring a medical group's financial health."

#### **About Phoenix Children's Hospital**

Phoenix Children's Hospital is Arizona's leader in pediatric care and is one of the 10 largest free-standing children's hospitals in the nation. The most comprehensive array of pediatric specialists in the State practice at this one organization. The outstanding clinical expertise, as well as high patient volume, and an unwavering commitment to caring only for children, all contribute to Children's leadership

position. For information about Phoenix Children's, visit the Hospital's website at [www.phoenixchildrens.com](http://www.phoenixchildrens.com).

**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](http://www.mpv.com).

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