



## FOR IMMEDIATE RELEASE

### **Novant Medical Group, Greenville Hospital System and State of Franklin Healthcare Associates Partner with MPV for Better Payor Contract Oversight** *Multi-specialty groups to utilize MPV's services and tools for optimal contract performance*

AUSTIN, Texas. – February 19, 2008 – Three multi-specialty groups representing 1,600 physicians signed contracts with Medical Present Value, Inc. (MPV), a provider of financial tools and expert services that improve payor contract management processes and audit reimbursement.

MPV will help the practices monitor payment accuracy and negotiate better contract terms with payors. The groups include:

- 1,200-provider Novant Medical Group headquartered in Charlotte, N.C.;
- 325-provider Greenville Hospital System (GHS) based in Greenville, S.C.; and
- 74-provider State of Franklin Healthcare Associates based in Johnson City, Tenn.

"Whether you are a small or large group, capturing every bit of revenue is important to be able to deliver remarkable patient care," said A.J. Patefield, M.D., executive vice president of Novant Medical Group. "Partnering with MPV ensures that we are being paid what we have earned, and gives us insight to negotiate new contract terms based on the factors that affect our reimbursement most."

Through the use of MPV Phynance™, the groups will be able to monitor contract terms, fee schedules and payment policies—equipping them with the tools needed to ameliorate payor contract compliance and overall revenue cycle efficiency.

"With contract-based explanations of underpayments, MPV provides our group with the data needed to easily resolve these issues in a timely manner—resulting in optimized reimbursement and, ultimately, improved relationships with our payors," said Pat Marshall, M.D., medical director of the GHS University Medical Group and chairman of the GHS Department of Community Medicine.

In addition, MPV enables physician groups to simplify payor contract management through comprehensive reporting tools that help users isolate patterns and sources of payment errors. With access to this information, users can improve communications with payors and correct issues going forward.

"Using MPV's advanced reporting tools allows us to easily detect undercharges and identify incorrectly loaded fee schedules that result in erroneous reimbursement," said Rich Panek, CEO of State of Franklin. "These resources combined with the ability to analyze every single line item and file bulk appeals leads to increased revenue and maximizes the return on our investment."

#### **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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