



FOR IMMEDIATE RELEASE

University of Washington Physicians, University of South Carolina School of Medicine and University of Texas Medicine, San Antonio Partner with MPV to Maximize the Value of Their Payor Contracts

Representing 1,700 providers, academic groups select MPV to improve payor compliance

AUSTIN, Texas. – June 10, 2008 – Three academic groups with 1,700 physicians selected Medical Present Value, Inc. (MPV) to automate their payor contract management processes and optimize contract performance.

The groups, which will utilize MPV's Web-based Phynance™ application and contract modeling services, include:

- University of Washington Physicians (UWP), a Seattle-based group with 700 providers;
- University of South Carolina School (USC) of Medicine, a 200-provider, Columbia, S.C.-based group; and
- University of Texas Medicine, San Antonio with 800 providers.

"We evaluated a number of payor contract management applications, including the option of building our own," said Rick Deese, CEO of UWP. "However, we ultimately chose MPV because of its ability to deliver a quantifiable return on investment."

MPV will model the academic groups' payor contracts line-by-line into the Phynance application—creating a database of client-specific contract terms, fee schedules and payment policies. This will help ensure the groups are being paid according to contract terms and better identify, aggregate and appeal claims paid at less than the contract rate.

"With the increase of consumer driven health plans, we wanted to be able to calculate a patient's out-of-pocket expenses prior to service," said Corinne Smith, J.D., M.H.A., director of network management and contracting at University of Texas Medicine, San Antonio. "MPV affords us the ability to generate these estimates and it also allows us to detect payment variances, aggregate appeals and negotiate more favorable payor contracts—all of which have a positive impact on our bottom line."

By calculating insurance allowables before the time of service, MPV Phynance enables practices to then use applicable deductibles, co-insurance and other patient responsibilities to determine a patient's out-of-pocket expenses. As a result, the groups will be able to increase time-of-service collections and reduce patient bad debt.

Using the claims information stored in Phynance, practices can also better assess the implications of new and proposed contract terms and identify those that will have the greatest impact on reimbursement.

“Our reasons for selecting MPV were two-fold,” said Al Dunn, chief operating officer of clinical affairs at USC School of Medicine. “We want to ensure proper reimbursement from payors and use the data stored in Phynance to improve contract negotiations. After discussing MPV with several other academic practices in the country, MPV became the only solution that would meet our needs.”

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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