



FOR IMMEDIATE RELEASE

MidMichigan Physicians Group, Minor & James Medical and Beloit Clinic Select MPV to Improve Contract Negotiations, Audit Reimbursement

MPV to help multi-specialty groups improve payor contract management processes

AUSTIN, Texas. – June 17, 2008 – Medical Present Value, Inc. (MPV) today announced that three multi-specialty groups will utilize its financial tools and expert services. The practices, representing more than 250 providers, will be able to automate their payor contract management processes and improve payor compliance as a result of their partnerships with MPV.

The multi-specialty practices include:

- MidMichigan Physicians Group, a 120-provider group based in Midland, Mich.;
- Minor & James Medical, PLLC, a Seattle-based group with 87 providers; and
- Beloit Clinic, a Beloit, Wis.-based practice with 60 providers.

The groups will use MPV Phynance™, a Web-based application that values healthcare claims based on the latest payment rules and fee schedules, to ensure accurate reimbursement, aggregate and appeal underpaid claims and track payment variances.

“We currently lack an efficient process to identify and appeal claims paid at less than the contract rate, but partnering with MPV will enable us to streamline the associated workflow,” said Melissa McAfee, director of finance at MidMichigan Physicians Group. “Implementing Phynance will also help us increase revenue by submitting contract-based appeals and leveraging the data stored in the application to negotiate better contract terms.”

Groups can use data stored in Phynance to model and analyze the financial implications of proposed contracts based on the actual mix of services provided. This insight allows practices to focus their negotiation strategies on the factors that will have the greatest impact on reimbursement, resulting in more favorable contract terms.

“During contract negotiations with payors, we knew we were leaving money on the table due to insufficient data,” said John Clarke, CFO of Minor & James Medical, PLLC. “However, by selecting MPV, we will now have the ability to analyze proposed contract terms during negotiations, which will lead to better performing contracts.”

By enabling groups to fully monitor contract performance, detect charges that fall below the contract maximum and identify payment and posting errors, MPV will help the groups improve revenue cycle efficiency and overall cash flow.

“Our primary goal in partnering with MPV was to boost our practice’s revenue,” said Bill Sullivan, CEO of Beloit Clinic. “With MPV, we can identify and recover underpaid claims and improve our relationships with payors, all of which have positive impact on our bottom line.”

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.

#

Press Contact:
Merideth Wilson
512-439-0201
mwilson@mpv.com