



FOR IMMEDIATE RELEASE

Five Academic Groups Representing More Than 2,000 Providers Partner with MPV

Groups to utilize MPV's financial tools and expert services to maximize the value of their payor contracts

AUSTIN, Texas. – August 5, 2008 – Five academic groups have selected Medical Present Value, Inc. (MPV) to monitor payor compliance through automation of their payor contract management processes. Utilizing MPV's Web-based Phynance™ application, the groups will be able to optimize the performance of their payor contracts and verify accurate reimbursement for services rendered.

The academic practices, representing more than 2,050 providers, include:

- University of Minnesota Physicians, a 750-provider practice based in Minneapolis, Minn.;
- Jefferson University Physicians, a Philadelphia-based group with 500 providers;
- University of Toledo Physicians, LLC, a 300-physician practice in Toledo, Ohio;
- Children's University Medical Group, based in Seattle with 350 physicians; and
- University of South Alabama Health Services Foundation, a Mobile, Ala.-based practice with 160 physicians.

"Monitoring payment accuracy is a difficult task—one that we knew we were not accomplishing to our fullest capacity," said Gerard Otten, executive director of University of Toledo Physicians. "By purchasing MPV Phynance, we will meet our goal of better monitoring our overall contract performance, which will help us capture the reimbursements we are owed for services provided."

MPV financial analysts will load each group's contract terms into Phynance and maintain a database of client-specific contract terms, fee schedules and payment policies to ensure pricing is accurate. Leveraging data in the Phynance database, the groups will then be able to verify claim payment at the line-item level; identify potential underpayments and registration, coding and posting errors; and aggregate contract-based appeals.

"After evaluating a number of solutions to replace our existing homegrown contract management system, we found that MPV met our criteria and provided us with the in-depth knowledge needed to optimize our payor contracts," said John Ogunkeye, executive director of Jefferson University Physicians. "We will also utilize Phynance to determine out-of-pocket expenses for our patients prior to the time of service."

Groups can use MPV Phynance to calculate insurance allowables before or at the time of service. By applying applicable deductibles, co-insurance and other

patient responsibilities, the practices are able to determine the patient's out-of-pocket expenses, which can reduce patient bad debt and improve patient satisfaction.

"We value the ability to provide a high level of assurance to our physicians that we are being paid accurately under the terms of our contracts," said Kurt Kaiser, vice president of finance at University of Minnesota Physicians. "Utilizing MPV's services will help us do this more effectively by replacing our current manual processes. Moreover, by modeling proposed contract terms in Phynance, we will be able to identify unexpected negative impacts during negotiations—ultimately leading to more favorable terms."

By modeling proposed contract terms in Phynance, practices are able to analyze associated financial implications. This allows groups to create a negotiation strategy based on the mix of services that have the most impact on their reimbursement.

About MPV

MPV helps medical groups to maximize practice revenue and meet the demands of healthcare consumers by combining technology and consultative services to fully automate eligibility verification; reduce patient write-offs; monitor payor contract compliance; recover underpayments and negotiate better contracts.

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