



## FOR IMMEDIATE RELEASE

### **Six Groups Select MPV to Optimize Payor Collections, Verify Accurate Reimbursement**

*Groups representing nearly 200 providers to automate payor contract management processes through use of MPV Phynance*

AUSTIN, Texas. – December 9, 2008 – Six physician groups have signed contracts with Medical Present Value, Inc. (MPV) to better monitor payor compliance and verify reimbursement at the line-item level. The organizations, representing a mix of specialties, include:

- St. Luke's Physician Group, a multispecialty practice based in Bethlehem, Pa. with 81 providers;
- Cardiovascular Specialty Associates of North Texas (CSANT), P.A., a 47-physician group based in Dallas;
- Cardiac Surgery Associates, a Downer's Grove, Ill.-based practice with 28 providers;
- Center for Bone and Joint of the Palm Beaches, a 20-provider group located in West Palm Beach, Fla.;
- The Orthopedic Clinic Associates, based in Phoenix, Ariz. with 18 providers; and
- Gulf Coast Orthopaedics Specialists, a Pensacola, Fla.-based group with 11 providers.

MPV's team of contract analysts will define and load the terms of each practice's payor contracts into MPV Phynance™, a Web-based application that values medical claims based on the latest payment rules and fee schedules.

"We knew we were missing revenue from payors, but couldn't pinpoint the exact reason," said Linda Gately, assistant vice president for St. Luke's Physician Group. "With MPV's advanced reporting capabilities and ability to identify variances and trends, we will be able to improve our margins and capitalize on the revenue that we are owed."

MPV provides groups with reporting capabilities that isolate patterns and sources of payment errors, which can improve communications with payors and help correct issues going forward.

"MPV will level the playing field in contract negotiations with our payors and ensure that the results of new contracts are fair and equitable to our firm both as a whole and to each individual physician," said Douglas Costa, chief operating officer at CSANT. "Our partnership with MPV is directly in line with one of the core values at CSANT: enabling superior business performance through best-in-class information technology solutions."

Practices can model proposed contract terms in Phynance to analyze the associated financial implications they will have on revenue. This enables groups to

negotiate more favorable contract terms based on the mix of services that will have the greatest impact on their reimbursement.

“Partnering with MPV will give us a better understanding of our payor contracts and the ability to analyze proposed terms before agreeing to them,” said Mike Budzynski, CFO of Cardiac Surgery Associates. “This approach will help us improve our communications with payors. We will also be able to improve cash flow and increase revenue, a necessity for all practices as margins continue to tighten.”

Phynance also provides practices with the ability to generate patient copayment estimates before the time of service, resulting in increased upfront payments and improved patient communication and satisfaction.

### **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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