

Can your facility realize more than 2% growth in net revenue without adding service line costs?

Align your Revenue Cycle Operations with Manage Care Contracting.

In recent years, hospitals have focused on controlling costs to combat decreasing reimbursement, however, the lack of coordinated Managed Care and Revenue Cycle performance has produced lower than expected payer yields.*



Hospital	Payer Contract Mix	Annual ROI
\$75M Net Revenue	20%	\$300K
\$100M Net Revenue	25%	\$1.5M
\$360M Net Revenue	35%	\$2.5M

▲ What kind of ROI should you expect from an effective payer yield improvement program?

◀ When expectations and reality don't align, something, or many things, may be in the way. What's blocking your facility from reaching, or even exceeding, expectations.

Our team of seasoned managed care and revenue cycle experts identify barriers to achieving the expected payer yields and work with your hospital to align managed care, clinical work flows and revenue cycle operations.

Leveraging our expertise can guide your organization to the identification and mitigation of risks while improving ongoing payer relationship and contract performance.

Improving Payer Yield

Our team of Managed Care and Revenue Cycle experts can implement a three-step process to improving Payer Yield without expanding service lines.

Quorum's consulting experts can help you realize the expected payer yield by aligning revenue cycle operations with contract terms. This can help you achieve a strong revenue integrity program that captures the right charges, with the right codes, for the right patients. Our team of experts will help identify barriers to achieving expected payer yield and work with you to align managed care, clinical work flows and revenue cycle operations.

STEP 1

Evaluate & Identify Opportunities

In the first 30 days we will work with your team to:

- Evaluate your payer contracts
- Evaluate marketplace trends in Managed Care revenue practice to benefit your organization
- Assess payer performance down to the charge level
- Identify Service Line payer yield performance
- Pinpoint denial contributors
- Detect your underpayment exposure
- Provide you with a market pricing comparison
- Hardwire your daily operations
- Design revenue cycle improvement initiatives

STEP 2

Define Your Plan

With a better understanding of where you may have room for improvement, we will then work to increase your payer yield by:

- Analyzing your operational workflows
- Investigating and upgrading your revenue cycle management performance
- Developing a payer relation strategy
- Evaluating and implementing a market and service line structure
- Optimizing your technology structure to fill gaps and implement solutions

STEP 3

Hardwire Your Daily Operations

To ensure continued success we will work with you in:

- Establish strategy and timeline for contract negotiations; conduct and/or provide side by side assistance for contract negotiations.
- Maximize revenue through complete service/product line participation
- Determine impact/benefit of new payment methodologies/policies introduced by payers during negotiations
- Include Alternative Payment options (i.e., quality incentive programs) for additional revenue opportunity
- Assess the implications of systemwide payer participation (i.e., penalties for nonparticipating physician practices).
- Enable ongoing measures of true payer yields through technology advancements
- Implement programs for Denial Prevention, Clinical Documentation, Coding Improvement

Even the most experienced and knowledgeable healthcare finance professionals don't know what they don't know – which is why so many hospitals turn to us. As an integrated professional services company, Quorum has been delivering innovative, executable solutions through experience and thought leadership for more than three decades.



Wanda Wright
Director, Managed Care
WWright@QHR.com
704-999-8890



David Jensen
Principal, Revenue Cycle
DJensen@QHR.com
630-740-5333