

# Maximize Your Practice's Payer Reimbursements with Healthcents' "Do it Yourself" Contracting Tools

**Healthcents' "Do It Yourself" Contracting Tools** is a web-based product, specially designed to assist medical practices of up to 3 physicians in their efforts to maximize their profitability in this tough economic climate. The tools include relevant analysis tools, impactful templates and helpful tips in order to help small practices organize and prepare for negotiations with commercial PPO payers.

The Healthcents' "Do It Yourself" Contracting Tools include:

## 1. Relevant Analysis Tools - RevolutionSpreadsheets™

- ▶ **RevolutionSpreadsheets™ Basics** allows you to benchmark your billed charges against a UCR (usual, customary and reasonable) threshold to ensure that your billed charges are high enough to avoid reduced reimbursements allowed in your contract.
- ▶ **RevolutionSpreadsheets™ Analyzer** allows you to benchmark your payer allowable against Medicare rates in your locality and provides valuable information to help you organize your payer negotiation strategy.
- ▶ **RevolutionSpreadsheets™ Business Modeler** allows you to perform "if/then" analysis of reimbursements based on a set of assumptions you make to help you decide if it is in your best interest to remain in or get out of a payer's network and how that decision may effect your bottom line.

## 2. Impactful Proposal Letter Templates –

- ▶ The framework of an impactful proposal letter is provided that is easily customizable to highlight the benefit your practice provides to a payer's network.
- ▶ To help you put your best foot forward, Healthcents outlines best practices on how to present your practice to improve your chances of having a positive impact on a payer's decision to engage in negotiations.

## 3. Helpful Tips –

- ▶ Healthcents outlines a clear 10-step plan to guide you through the negotiation process.

- ▶ The tips we include are based on our over 15 years of experience and include suggestions for overcoming obstacles in the process.

The Healthcents' "Do It Yourself" Contracting Tools is the "secret sauce" that we've been using since 1994 in our consulting business, and that have made us a leader in the industry. We've adapted these tools so that you can take advantage of the strategies which have helped us to optimize our client's profitability through negotiation for higher reimbursements from their commercial insurance contracts. In this tough economy and given the uncertainty surrounding the future of healthcare and healthcare reform, it has never been more important to secure the best possible commercial contracts.

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**Standard Fee:**  
**\$1299**  
**one year license**

**Subscription Fee:**  
**\$999/year**  
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**Healthcents**

Physician Contracting, Consulting, and Software

Disclaimer: Markets vary and so will outcomes. Healthcents, Inc. does not guarantee or warranty that the tools provided with the Healthcents' "Do It Yourself" Tools will result in an increase in your payer reimbursements. Subscription rate applies with minimum 2 year commitment.