

Managed Care Contracting

Specific Payer Engagement (\$8400 per engagement) Intensive managed care analysis, and strategic capability building for one payer contract, including:

- 55-point language review for each contract and recommendations for protective contract verbiage.
- Development of tactical action plan for Managed Care strategy and negotiation.
- Managed care expert support for education, analysis, strategic review and capabilities building.
- Timeline of activities for strategy development, tactical communications, and proposal negotiations.
- Detailed practice managed care analytics supporting payer strategy and negotiations.
- Economic modeling of proposals/counter proposals by service category.
- Rationalized fee schedule guidance in preparation for future pay-for-performance modeling (where applicable).
- Scenario modeling and impact projections based on floor and ideal rate outcomes.
- Recommended practice positioning & payer communications strategy.
- Assist practice with identifying payer market value proposition.
- Prepare practice for payer site visits and negotiation tactics
- Follow-up support conference calls on key payer initiatives.

Subscription Model (\$8400 per quarter) Ongoing payer support for up to twenty-eight (28) hours per quarter, including services and support such as:

- Strategy development and discussions.
- Contract negotiation tactics.
- Proposal and counterproposal.
- Weighted service mix fee schedule analytics and contract impact calculation.
- Verbiage analysis.
- Continued payer negotiation skill building.
- Ad hoc payer negotiation support (excludes billing and coding support services).

Reimbursement Analytics (\$1500 per payer contract) intensive managed care analysis, including:

- Detailed practice managed care analytics supporting payer strategy and negotiations.
- Economic modeling of proposals/counter proposals by service category.
- Follow-up support conference calls on key payer initiatives.
- 5 hours dedicated time.

Revenue Cycle Management Cost varies depending on the scope of work and the size of the practice. **Average cost is between \$7,000- \$10,000.** Engagement options include- Full RCM engagement, Front-office review/Back-office review, Denials Management, and Third-party billing company reviews.

Scope of work is built out depending on the practice needs but could include the following:

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- Interview key staff & leadership responsible for Front Office and Back Office functions with a focus on People, Process, Technology & Quality and unity between the offices.
- Review and assess the internal processes.
- Assess utilization of current technology and/or provide recommendations for enhancements.
- Provide evaluation of current staffing for the revenue cycle.
- Discussion of initial findings with practice leadership following the assessment of reports and processes.
- Translate key opportunities into a Tactical Action Plan (TAP). With the guidance of the Business Advisor.
- Project management calls with practice to work through implementation, assess progress & troubleshoot as issues arise.

Billing & Coding Cost varies depending on the scope of work and the number of providers. **Average cost for a 2-provider practice is \$1800.** Engagement options include- E&M Audit and Clinical Documentation Improvement, Remote E&M and coding audits, General Coding Audits and Education, and Provider Clinical Documentation Education.

Scope of work is built out depending on the practice needs but could include the following:

- Medical auditing of encounters/provider. Review chart documentation of most recent or current date-of-service, identifying compliance with coding guidelines and requirements.
- Composition of provider-specific grade card outlining audit results.
- Review with billing staff, observing the claim filing process and provide recommendations.
- Wrap-up sessions with practice administration following each round of audits:
 - Highlight group wide risks and recommendations
 - Identify continuing documentation deficiencies from prior audit
 - Provide additional education where necessary

Oncology Onboarding Courses

Advanced Practice Providers (\$2500 per participant. Includes travel and accommodations. The APP onboarding course is organized and run by The US Oncology Network. This course helps practices onboard new to oncology APPs, teaching them valuable clinical knowledge unique to oncology to help them practice at the top of their license.

- This in-person course takes place at the McKesson Headquarters in Irving, Texas.
- This intensive course sponsored by The US Oncology Network is recommended and designed for APPs new to oncology and with six months of experience in their current role.
- Speed up an APP's time to productivity, reduce the stress and time it takes for other practice personnel to train and onboard new APPs, and gain CME and pharmacology hours.

Oncology Nursing (\$750 per nurse) OCEAN is an oncology nurse orientation program sponsored by The US Oncology Network and is now available to your new RNs.

- This course features interactive presentations by subject matter experts delivered in a live virtual platform.
- This course is recommended and designed for RNs new to oncology, within three to six months of hire. The program consists of nine 2.5-hour biweekly learning sessions over 4.5

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weeks. The sessions will be recorded and available to registered attendees for a limited time after the course.