

Practice Summary Report



308 North Evergreen Road Suite 200 • Louisville, Kentucky 40243 • 502-244-6600 • www.center.iqsresearch.com

Statement of Material Accuracy

The purpose of the Center for Healthcare Reimbursement is to create an independent, national data center of healthcare reimbursement information. Furthermore, the purpose of this Report is to convey portions of that information or to provide context for some of that data. The Center for Healthcare Reimbursement has taken reasonable effort to ensure that all data is collected, analyzed, and portrayed in an accurate and factual manner. However, the information is provided "as is" without warranty of any kind, either expressed or implied including, without limitation, the implied warranties of merchantability and fitness for a particular purpose.

There is no guarantee that this data is without flaws or that the use of this data will prevent differences of opinion or disputes. The Center for Healthcare Reimbursement will not be liable to you for any direct or indirect damages, including any lost profits, lost savings or other incidental or consequential damages arising out of the use or inability to use this Report even if the Center for Healthcare Reimbursement has been advised of the possibility of such damages, or for any claim by any other party. The Center for Healthcare Reimbursement disclaims any responsibility for any consequences or liability attributable to or related to any use, non-use, or interpretation of information contained or not contained in this Report.

Sample Pediatrics

308 N Evergreen Road
Ste. 200
Louisville, KY 40243

Doctors: 20
Analyst: JN

Report Date: 4/28/2009
Data Series: 20090415

Insurance Carriers Analyzed

Carrier 1: Aetna
Carrier 2: Anthem
Carrier 3: Humana
Carrier 4: United

In compliance with FTC regulations, all carrier information provided by the practice is compared to regional market averages. No individual carrier information is reported in this report.

Codes Below Average

40

This is the number of carrier/code combinations for which insurance carriers reimburse your practice below market average.

Codes Above Average

41

This is the number of carrier/code combinations for which insurance companies reimburse your practice above market average.

Reimbursement Disparity (Typical)

\$108,479.74

This is the additional revenue that would be generated if all carriers increased your reimbursement for the above 40 under-performing codes to bring them in line with the average in the market.

Reimbursement Disparity (High)

\$810,712.58

This is the additional revenue that would be generated if all carriers increased your reimbursement to levels already being paid to 1 in 20 practices in your area.

Reimbursement Synopsis

Reimbursement Disparity by Carrier

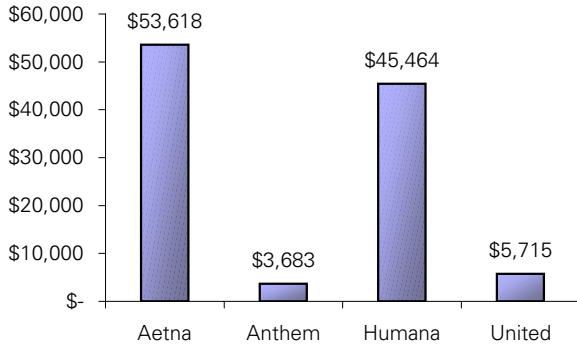


Figure 1

Figure 1 illustrates how the \$108,479.74 reimbursement disparity your practice is experiencing is distributed by carrier. The bars show the amount of additional annual revenue from each carrier that your practice could earn if each carrier reimbursed you at market average for all codes currently reimbursed below the average.

Patient Volume vs. Disparity

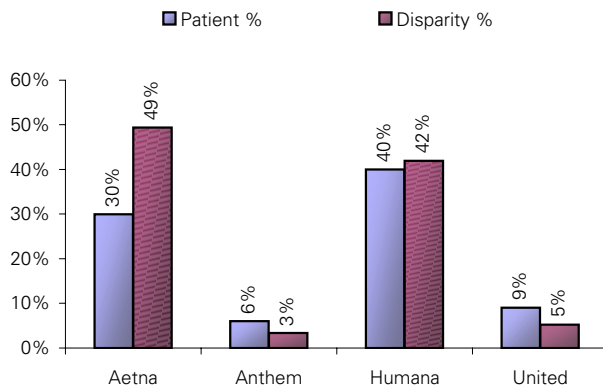


Figure 2

Figure 2 illustrates your patient volume for each carrier (blue bars,) compared to the reimbursement disparity for each carrier (red bars).

Carrier	Percent of Patients	Reimbursement Opportunity Profile			
		Average Rates	Codes	High Rates	Codes
Aetna	30%	\$ 53,617.52	14	\$ 309,821.91	18
Anthem	6%	\$ 3,683.30	12	\$ 41,396.64	20
Humana	40%	\$ 45,464.00	9	\$ 386,517.27	18
United	9%	\$ 5,714.91	5	\$ 72,976.76	15

Figure 3

\$ 108,479.74 40 \$ 810,712.58 71

Figure 3 shows the additional revenue your practice would receive if each carrier reimbursed at average market rates and at the rates already being paid to 1 in 20 practices in your area. The number of codes that would need adjustment are also shown for each category and carrier.

Is your practice getting the reimbursement it deserves?

Many practices think they can only watch as carriers slash their reimbursement rates; but with the right information, reimbursement can often be successfully renegotiated.

You have already taken the first step by participating and receiving this analysis of your reimbursement compared to the reimbursement of other practices in your area and specialty.

This report is designed to show how much your practice is losing with its current reimbursement schedule along with the number of codes being reimbursed at below-average rates.

The next question you may be asking is...What if I'm losing money?

Your summary indicates that your practice is losing \$108479.74 annually, and based on that information, you may want to negotiate new rates with your carriers. Only you can decide if a new contract is the appropriate next step; but if that is what you decide, then you will want to be armed with the information provided in the Center for Healthcare Reimbursement's Practice Reimbursement Profile. This report provides a detailed analysis of your reimbursements by code and by carrier.

With this report, your practice will receive all of the information in the Practice Summary Report, plus:

- Dollar amount of reimbursement loss per code per transaction by carrier
- Annual dollar amount of reimbursement loss per code by carrier
- Carrier reimbursement by code compared to market average for your specialty and market
- Summary Carrier Report Card
- Detailed Carrier Report Card
- Carrier Reimbursement by code compared to Medicare

All information is compared to factual benchmarks based on what other actual practices, in your area and specialty, are being paid by their carriers.

How Will This Help You?

Negotiating higher reimbursement is possible, provided you are armed with the proper information. You may be able to negotiate reimbursement increases if you can demonstrate inequities using the data in your *Practice Reimbursement Profile*.

Do you need help negotiating?

If you need help negotiating, it is typically wise to start with relationships that already exist with your practice, such as a CPA, lawyer or practice consultant. However, if you do not have those relationships, or if those people are not experienced in the area of reimbursement, we can help.

The Center for Healthcare Reimbursement partners with Dean, Dorton & Ford, who offer reimbursement negotiation services for medical practices. This company fully understands the intricacies of reimbursement and works to ensure their clients are reimbursed appropriately. Regardless of whom you work with, the Center for Healthcare Reimbursement provides the comprehensive reimbursement analysis to help ensure your practice is compensated fairly.