

MSO and Payer Strategy – Orthopedic

Services Deployed



MSO & Practice Integration



Payer Strategy

Overview

SCALE was engaged by an orthopedic Management Services Organization (MSO) group to assist with payer contract review, contract strategy development, and contract renegotiation with multiple payers across their Commercial and Medicare Advantage (MA) lines of business.

- + The Client is a leading orthopedic MSO that partners with orthopedic practices and ASCs offering general orthopedic care, sports medicine, total joint care, occupational medicine, musculoskeletal care, and physical therapy.
- + The Client's mission is to partner with groups while supporting their autonomy in a competitive environment.
- + The MSO is executing against their growth strategy through adding groups.
- + The Client retained SCALE to increase efficiency in payer management through strategy development and execution in payer contracting, resulting in increased profitability.

Execution

SCALE Payer Strategy worked collaboratively with 3 healthcare entities.

- + SCALE developed an extensive payer negotiation strategy based on market considerations.
 - + Completed an in-depth analysis of payer rates and contract terms.
 - + Completed comparative analysis across payers and a net impact review of current and proposed rates.
 - + Initiated and progressed with prompt payer communication throughout the negotiation process.

Results

- + As a result of payer negotiations, the group's Commercial and MA contracts are more favorable.
- + SCALE is moving forward with additional payer negotiations for professional practices of the MSO.
 - + Secured reimbursement rate increases in both the Commercial and MA lines of business.
 - + Successfully negotiated an increase to the professional rate for services shifting from ASC to office.
 - + Achieved more favorable contract terms.