



Insurance Contracting Package

The fee schedule is the single most important financial tool within the medical practice. As with any other business, the fees charged reflect the value of the products and services delivered.

It is surprising that so many practices create and maintain their fee schedules without a solid understanding of the basic methodology involved. Most practices find themselves guessing or asking other physicians, which in turn, significantly lowers your chances for having a reasonable fee schedule. Others try to “make it up in volume” when they find they are losing money on a particular procedure.

A proper and thorough fee schedule analysis involves much more than raising fees and may actually have nothing to do with fee adjustments at all. The methods for establishing a defensive fee schedule are a lot more complex. The Physicians Practice S.O.S. Group can assist you with this process.

Our Insurance Contracting Package includes:

- Fee Schedule Analysis and Comparison
- Revenue Analysis

When determining your fee schedule, we review the following:

- ✓ Benchmarking using RBRVS
- ✓ Econometric models, such as cost plus markup
- ✓ Volumetric methods, such as time and RVU – based methods
- ✓ Comparative analyses using national and local average fees
- ✓ Global analytical modeling using categorical conversion factors
- ✓ Acuity factors, which measure the level of complexity of the services and procedures provided to a patient population

What We Need:

- Original Insurance Contracts
- Contract Info for Provider Relations Representative, Contracting Manager, and/or Network Manager
- Current Fee Schedule (from insurance carrier)