

Large bill negotiations

Healthcare costs continue to escalate from billing errors, duplicate charges and inflated or unnecessary billed charges. We have a team of expert negotiators whose sole purpose is to negotiate these charges on your behalf.

At Careworks, our focus is on the negotiation of large medical bills (typically hospitals), with charges in excess of \$10,000. According to research, the top 2% of medical bills contain over 50% of the medical costs, and 1% savings exceeds most fee differentials. By controlling these costs, we are able to provide maximum value for our clients.

Negotiation factors include:

- Usual and customary reimbursement data
- Centers for medicare and medicaid services (CMS) TRICARE, reimbursement levels
- History of reimbursement results
- Proprietary research and data aggregation
- Standard clinical edits
- Quick-pay

Delivering real savings

Results

Our inception-to-date performance is over 45% savings below eligible (fee-schedule and preaudit, etc.). This savings was generated across 30,000 agreements and more than \$500 million in eligible charges annually.

Retrospective services

- Exploit the artificial “gap” between regulatory fee structures and the accepted reimbursement
- Combine workers’ compensation-specific expertise with knowledge of the reimbursement system to maximize savings
- Work collaboratively with the payor community
- Let information drive the bid/ask process of negotiation
- Take the time necessary to achieve the best possible savings

Key highlights

Signed agreements

While most negotiations are supported by signed agreements to greatly reduce reconsiderations and disputes, some clients use only signed agreements.

Value-based negotiations

We audit invoices prior to negotiation. The audit process breaks down into an analysis of reimbursement, as it is tied to proprietary reimbursement data, CMS, neighboring fee schedules, and large payor agreements, etc. Getting a value-based amount requires private and quasi-public data, and the expertise to interpret it.

Excellent reconsideration track record

While we’ve had less than 1% reconsiderations, Careworks agrees to automatically surrender our fee should a provider opt to reject the agreement.

Technology

Careworks maintains a proprietary processing application called ARRy, a cloud-based application with leading edge encryption and broad capabilities to exchange data and customize processing and output according to client needs. Careworks uses a state-of-the-art system with an EDI platform that handles bill submission, EDI bridges, and an electronic link to prospective clients. Comprehensive reporting shows key analytics, trends and analysis and is available in both print and electronic formats. We also offer specialty audit and reviews.

About Careworks

At the heart of any organization are its people. When one of your employees is out of work for illness or injury, Careworks is there, ready to help them on their return to health, work and productivity. By providing the right care and coordination solutions — from clinical case management to networks and support — along with the best treatment and cost oversight, we’re driving better outcomes for your injured workers. And that means better outcomes for you.