experian.
health

Contract Analysis

Understand the bottom line before you sign

It's paramount to thoroughly examine a contract and to understand all its ramifications. However, because you don't have a crystal ball, you need Contract Analysis to predict how a change in any of the hundreds of variables in third-party contracts will affect reimbursement for the precise mix of services you deliver. This solution tells you exactly how proposed contracts with payers will affect your revenue — before you sign on the dotted line.

Benefits to you

1. Assess the impacts of each contract accurately.

2. Model revenues precisely down to how much each individual specialty, provider or service could gain or lose.

3. Identify hidden "takeaways."

4. Spot costly reimbursement rule changes so you can negotiate them out of your contract.

5. Model the financial impact of alternate contracts.

6. Run "what if" scenarios to assess the impact of carve-outs, alternate fee schedules and modifier rules, and different subsets of your claim file.

7. Negotiate better-performing contracts.

8. Target your negotiation strategy on the factors that affect your reimbursement most.

9. Find out what the payer proposal doesn't tell you.

10. Identify what's missing and go back to the payer for more details.

11. Rank your payers.

12. Compare each contract to the baseline of your choice, e.g., a percent of Medicare or billed charges.

How we do it

Contract Analysis seamlessly integrates with our Contract Manager solution to model contract performance.

Using Contract Manager's claims valuation engine and your detailed contracts and claims history, you can accurately apply proposed contract terms to your organization's services offerings and get a detailed, customized impact analysis.

Contract Analysis prepares you with the information you need to evaluate proposed payer contracts before you commit to terms that could put your organization at risk.