

Large bill negotiations

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

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 savings

Delivering real savings

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

Our team helps clients achieve the highest possible savings. Our retrospective services include:

- Leveraging the artificial “gap” between regulatory fee structures and accepted reimbursements
- Combing claims-specific expertise with knowledge of the reimbursement system
- Working collaboratively with the payor community
- Letting information drive the bid/ask process of negotiation

Key benefits

- **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 have had less than 1% reconsiderations, we will automatically surrender our fee should a provider opt to reject the agreement.
- **Technology** – Our cloud-based processing application includes advanced encryption and broad capabilities to exchange data and customize processes based on client needs. We use 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.

Solutions to fit your needs

We offer flexible services that help streamline the managed care process and make your job easier. Our experienced team will work with you to tailor a solution that supports your specific needs. 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 employees. And that means better outcomes for you.

To learn more about our stand-alone large bill negotiations services, contact:

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To learn more about our managed care solutions, visit [SEDGWICK.COM](https://www.sedgwick.com)