

# Contract Management

## Accurately calculate expected payment to hold payers accountable for your revenue

In the business of health care, health systems share common challenges—recovering revenue, managing complex contracts, increasing efficiency and bridging the gap between traditional fee-for-service and fee-for-value reimbursement models. Hospitals spend considerable time and money trying to capture all the revenue rightfully owed to them from managed care organizations and Medicare, only to end up with underpayments and compliance risks.

### Key benefits

Contract Management is a Web-based revenue management product designed to help hospitals and health systems accurately forecast, calculate and capture all net revenue contractually owed to them. Contract Management helps manage contract inventories, leverage historical data in contract negotiations and simplify the reimbursement process.

Integrating seamlessly with existing patient accounting systems, the easy-to-use Contract Management is designed to meet the unique financial needs of any hospital or health system. Contract Management helps you:

- Accurately calculate the expected payments and discounts of even the most complex contract terms
- Identify underpayments, including those from Silent PPOs
- Use modeling to forecast contractual revenue—including the impact of ICD-10
- Manage complex contracts

- Promote compliance in financial reporting
- Identify revenue from all payer sources

In addition, as providers prepare for upcoming reimbursement changes due to health care reform, nThrive can help you bridge the gap between traditional fee-for-service and fee-for-value reimbursement models. Contract Management is integrated with nThrive's Prospective Episode Manager to provide management of multiple contracting methodologies under a value driven model.

### Features

#### **Complex contracts? No problem.**

Complex contracts are riddled with terms and conditions that can confuse even the most seasoned professional. Contract Management tackles the most difficult contracts by:

- Monitoring payer performance and determining the bottom-line effect of complex contracts
- Offering flexible modeling and analysis tools that help you gain leverage in contract negotiations and generate online reports with customizable data fields

#### **Connect to performance based reimbursement**

Health care reform is changing health system reimbursement models. Health systems and payers alike must prepare for changes in payment structures, including bundled payments, and factor them into budgeting and operational plans. nThrive's Contract Management includes the technology, consulting and

complex analytic support that your organization will need to be successful with the transition to a reform-driven model. Contract Management will transmit your claims to nThrive's Prospective Episode Manager to model, bundle and price claims under a bundled payment contract, as well as other reform-based methodologies.

### **Discover underpayments and claims discrepancies**

You might think you're too busy to catch all underpayments and handle complex claims. But Contract Management helps you capture all the revenue you contractually deserve by automatically flagging accounts that have potential repricing exceptions or data errors.

- Identify suspected underpayments, payment-to-charge ratios and days-to-payment
- Understand trends in underpayments, which can mitigate compliance risks
- Reprice virtually all claims for payers, even the most complex—Managed Care, Medicare, Medicaid and Workers' Compensation
- Accurately calculate net A/R at claim submission and easily resubmit unpaid or underpaid claims with online tools and letter templates
- Customize ad hoc reports at summary and detail levels
- Identify interest due for untimely payments and quantify unbilled late charges for missed revenue opportunities

### **Expert support for government programs**

With Contract Management you get expert support from dedicated government programs and a compliance team with on-staff HIPAA privacy and security officials. With our experienced support group, we can help you:

- Mitigate compliance risks and calculate payment pricing
- Understand complex state and government health care programs
- Obtain accurate calculations for both inpatient and outpatient services on Medicare, TRICARE, Medicaid and Workers' Compensation

### **Capture all reimbursement from all payer sources**

Now, more than ever, providers need to be sure they are capturing all the reimbursement owed from payers. With Contract Management's Coordination of Benefits (COB) enhancement, expected payments for additional payers on a patient claim are calculated precisely. The COB feature will:

- Identify accounts having multiple payers, which can help you determine whether bills should be dropped to secondary and tertiary payers
- Provide for secondary/tertiary
- Estimate reimbursement for secondary/tertiary payers



## Contract Management

**Designed to help you accurately forecast, calculate and capture all net revenue contractually owed to you**



### **Engage with nThrive**

**Visit** [www.nThrive.com](http://www.nThrive.com) **E-mail** [solutions@nThrive.com](mailto:solutions@nThrive.com)

From patient-to-payment,<sup>SM</sup> nThrive empowers health care for every one in every community.<sup>SM</sup>