

## MANAGED CARE

# Executive Management Services

Managed care contracting is an essential component of healthcare provider operations and its return on investment is easily quantifiable. However, given today's focus on cost containment, the relatively high turnover rate within Managed Care Departments and the general scarcity of talent, many providers are seeking to subcontract all or a portion of managed care contracting.

### SERVICES OVERVIEW

Accessing managed care subject matter experts, services and related tools virtually provides organizations all the capability of a full-service managed care department including:

- Organizing current managed care agreements electronically
- Participating/leading contract negotiations
- Developing/managing a "Language Library" of favorable terms and conditions
- Modeling the financial impact of changes in specific language terms and conditions
- Benchmarking proposed rates to the area average, prior year revenue, Medicare, etc.
- Developing managed care infrastructure (people, policies, processes, technology, reporting, etc.)
- Leveraging managed care specific technology to enhance operations
- Participating in and/or leading contracts committee meetings
- Modeling the financial impact of proposed changes in reimbursement



# WHY HARPETH CONSULTING?

## Deep Industry Experience:

We negotiate on behalf of large and small healthcare provider organizations ranging from multi-state hospital systems and national ancillary healthcare provider organizations to community hospitals and physician group practices.

## Key Information Resources:

We have access to up-to-date area average reimbursement rates that can be leveraged during contract negotiations.

## Strategic Relationships:

We have working relationship with payors at the national, regional and state level.

## Reduced Administrative Burden:

We help reduce the overhead associated with recruiting and managing personnel, performing contracting activities, developing/acquiring/maintaining technology, maintaining a physical plant and other general overhead (e.g. indirect costs).

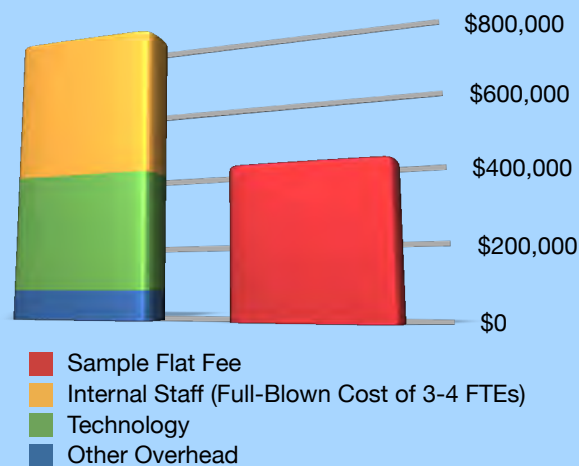
## Flexibility:

We can be the short-term or long-term solution and the relationship lasts as long as the term of the contract.

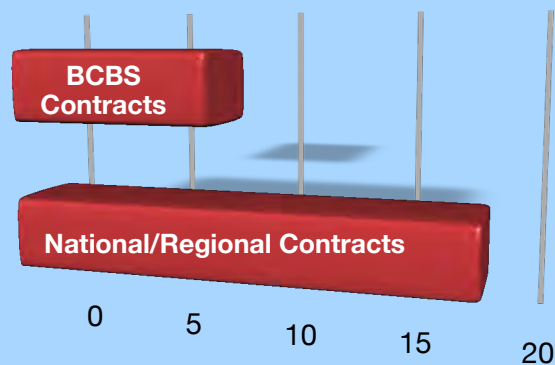
## Rapid Response:

Our infrastructure is already in place, meaning that our team can begin working in a matter of days or weeks, not months.

## SAMPLE MANAGED CARE DEPARTMENT COSTS



## NUMBER OF MAJOR NEGOTIATIONS (IN-PROCESS)



## ABOUT HARPETH CONSULTING

Harpeth Consulting was formed by a group of senior executives, consultants, and healthcare industry veterans who recognized the need to develop a firm that specializes exclusively on the healthcare industry, especially in a healthcare rich geography such as Nashville, TN. Having worked together previously, they were able to assemble a team with great synergy, significant experience and subject-matter expertise. Now, just a few years later, Harpeth Consulting has grown by leaps and bounds, and stands ready to move into its next phase of growth by continuing to provide value to clients.

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