

INGENIX®

Ingenix ContractManager

Executive Summary

Recover more money, more quickly, and with less effort than by other means. Your key is ContractManager's automation of contract compliance monitoring, underpayment identification, and appeal generation.

- **Streamline your appeal and recovery procedures**
- **Make possible increased operational efficiencies**
- **Improve overall cash flow**

Overview

Ingenix ContractManager software helps physician practice groups manage payer contracts centrally and automatically. The system stores all payer contracts and automatically tracks compliance with contractual fee schedules, modifiers, and carve-out reimbursement rates. It can help you recover lost revenue, build and manage a more effective database, and enhance workflow efficiency.

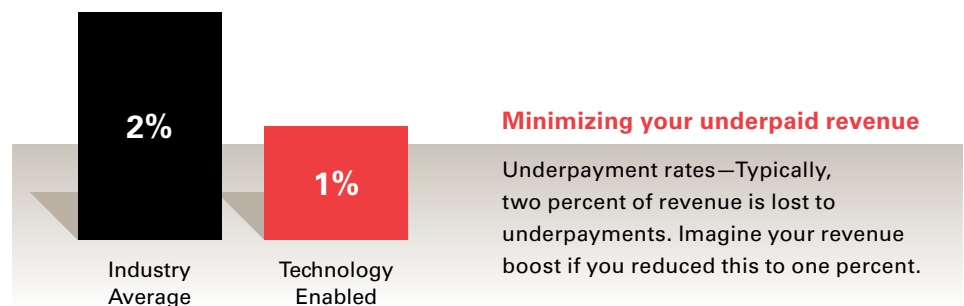
Variable Analysis

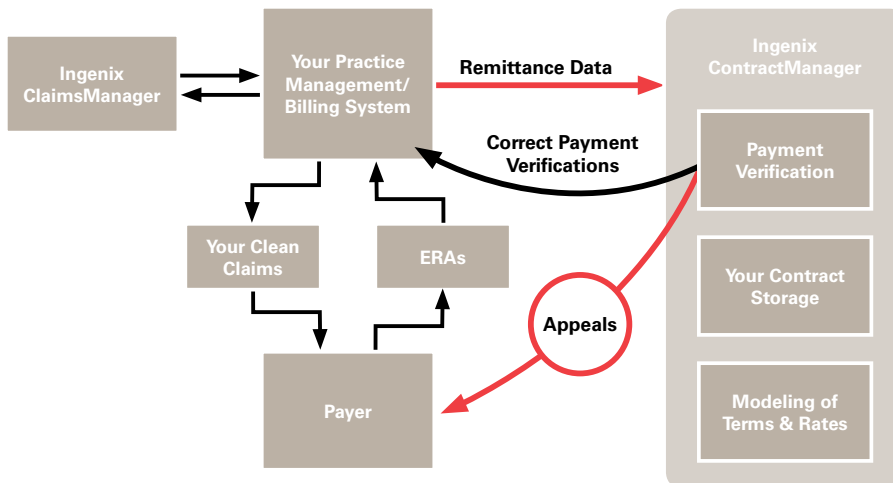
Model the impact of proposed terms and rates before signing contracts. By gauging the specific consequences of key variables, you'll be better equipped to negotiate more favorable agreements while avoiding unprofitable ones. Similarly, you can identify specific elements of underperforming contracts to inform your renewal negotiation. Because this modeling capability resides in ContractManager, your research is not limited in scope, nor will it incur additional incremental time and costs.

Scenario Analysis

Use the modeling functions to test any number of contract scenarios—especially complicated contracts with carve-outs and multiple terms. Scenario modeling is the best way to understand real-world differences in reimbursement terms. ContractManager enables you to test different versions of contracts by running each against a batch of test claims. Compare:

- Current vs. prospective contracts
- Competing contracts—run all your Payer A claims through your Payer B contract
- Quarterly Medicare Correct Coding Initiative





Net Revenue Calculation

Because the connection between what you bill and what you're reimbursed can be uncertain, it's normally difficult or impossible to forecast your revenues. (To simply discount billables can be more art than science.) In contrast, ContractManager can calculate the expected payment or net revenue prior to submitting each claim. By comparing ContractManager results with your Accounts Receivables, you can gain valuable insight into your A/R picture and begin forecasting revenue with greater accuracy.

Key Features ↙

While the recovery of underpayments is central to ContractManager, the application offers opportunity for significant gains beyond the core function, including contract modeling, claims processing information management, and reporting. You can manage contracts and processes centrally, identify variances, manage appeals, and monitor your success in several ways:

- **Create a centralized source of contractual terms**
- **Facilitate validation of critical billing process steps**
- **Provide contract-related data to constituents**
- **Centralize data for improved access prior to renewal**
- **Enable stronger appeals through contract language repository**
- **Identify and catalog variances programmatically**
- **Reduce manual review processes**
- **Apply customizable rules to a business or physician**
- **Use rules to handle complex contracts more flexibly**
- **Customize payer appeal packages**
- **Support appeals with specific contract language**
- **Create rapid appeals with customer-defined templates**
- **Support multiple appeal types**
- **Bundle related appeals for easy submission to payers**
- **Integrate workflow**
- **Simplify the identification, validation, and appeal of variances**
- **Analyze appeals progress**
- **Provide accurate appeals data across departments**
- **Age appeals to better audit the appeals process**

Requirements

ContractManager serves as an internal auditing tool to illuminate shortcomings in your internal business processes—information that enables you to manage your business for optimal efficiency and profitability. Powerful reporting functions help you identify problem trends and drill down to causes behind under/overpayments. ContractManager can help you identify:

- Losses on "lesser of" contract language
- Problems with registration, billing, and payment posting practices
- Payment posting and remittance advice irregularities
- Coding and bill building issues
- Pricing irregularities
- That payers align you with correct fee schedules

Ingenix | Intelligence for Health Care | www.ingenix.com

From North America, call: 1-800-765-6034 • ingenuity@ingenix.com

For a list of Ingenix global office locations, please refer to our web site.

Corporate Headquarters | 12125 Technology Drive, Eden Prairie, MN 55344

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