

NSRP Employers

**Strength
Commitment
Solutions
Results**

CompManagement, Inc.

CMI Profile

- Headquartered in Dublin, Ohio
- East Region – Headquartered in Richmond, Virginia
- 25 Offices in 35 States
- Over \$120MM in Revenue
- 1,200+ Associates - 80 Professionals in the Richmond Office
- 53,000+ Employer Clients
- Extensive Regional Public Entity and Private Employer Client Base and Experience
- Strong Financial Position and Corporate Commitment to Providing Resources
- Comprehensive Third Party Administration and Managed Care Services Provider

Medical Bill Review

What is it?

- ◆ Critical Component of Effective Medical Cost Containment
- ◆ Apply Pre-negotiated Discounts
- ◆ Apply Other Fee Structures
- ◆ Effectively Manage Medical Costs Through Detailed Monitoring of Physician's Billing Practices
- ◆ Bring Defendable Credibility to Employer's Medical Provider Reimbursement Policy
- ◆ Save \$\$\$

Bill Review Methodology

- ◆ Preferred Provider Networks
- ◆ Usual Customary & Reasonable
- ◆ Prevailing Community Rate – VA only
- ◆ State-Mandated Fee Schedule (MD, NC)
- ◆ Federally-Mandated Fee Schedule (D.O.L., Longshore)
- ◆ Provider Negotiation (prompt-pay)
- ◆ Nurse Audit

PPO Networks

- Appropriate, Quality Medical Providers
- Emphasis on Return-to-Work
- Strong Credible Presence
- Flexibility
- Deep Discounts

UCR, PCR & Fee Schedule

- Preset Methodology Used to Determine Appropriate Level of Provider Reimbursement
- Usual Customary & Reasonable – National Database Applied Geographically
- Prevailing Community Rate – VA only Data Configured in Compliance with Rule 14 as Defined by VA WC Commission
- Set Allowable Fees in Accordance With State or Federal Guidelines

Other Options

- **Direct Provider Negotiations:**
 - Employer Pre-Negotiated Discounts
 - Prompt-Pay Negotiations
- ◆ Usually Handled as an Agreed % Off of Billed Charges
- ◆ Prompt-Pay is usually Conditioned Upon Payment Within a Specified Period of Time
- ◆ **Nurse Audit:**
 - In Depth Review to Determine Appropriateness and Accuracy of Provider Billing

Benefits of Bill Review

- Establish Credibility of Provider Reimbursement Practices
- Access to Legal Defense of Reimbursement Practices
- Access to PPO Networks
- Access to Most Current Reimbursement Data
- Employer Data Warehousing
- Online Access to Bill Payment History
- Save Significant \$\$ Money \$\$ by Paying Only What is Legally Required
- Fees Based on % of Savings

CMI Solution

- Dedicated, Experienced Staff in Richmond, VA
- Significant Experience
- Dedicated Bill Processors
- Integrity and Credibility of Medical Charge Data
- Network is Focused on Employer's Workers' Compensation
- Direct Negotiations with Providers by CMI Staff
- Client Specific Handling Guidelines
- Pay only for Results

Thank You