

# **PYA** Managed Care and Reimbursement Advisory Services

Negotiations between healthcare providers and payers are more intense and complex than in the past. PYA assists healthcare systems, hospitals, physician clinics, ambulatory surgery centers, and other providers in navigating the treacherous waters of negotiations with a data-driven approach to quantify the economic value of the agreements and identify reimbursement minefields.

## Challenges in Managed Care Contracting



### **Complex Contract Terms**

Understanding payer obligations, termination clauses, and arbitration processes is essential for effective contract management.



### **Evolving Payer Policies**

Shifting policies and reimbursement methodologies require proactive adjustments to contract strategies.



### **Market Positioning**

Without clear insight into how their negotiated rates compare to the broader market, healthcare organizations may face challenges in securing competitive reimbursement terms. Price transparency data provides essential benchmarking insights to strengthen negotiation strategies.

## Data-Driven Advantage to Optimize Healthcare Financial Outcomes

Negotiated reimbursement rates with managed care payers often significantly influence the overall financial stability and success of healthcare organizations. PYA provides comprehensive managed care advisory services designed to support healthcare organizations in evaluating, negotiating, and optimizing managed care contracts. Our approach combines strategic guidance with data-driven modeling to ensure financial sustainability.

- **Contract Evaluation and Strategy:** We conduct in-depth assessments of existing payer contracts, identifying opportunities for improved terms, reimbursement structures, and risk mitigation.
- **Managed Care Financial Modeling:** As an essential component of our advisory services, we employ advanced financial modeling to project various contract scenarios, evaluate financial implications, and support strategic decision-making with data-driven insights that enhance payer negotiations.
- **Actionable Insights Through Dashboards:** PYA empowers healthcare organizations to be decision-ready for payer negotiations using [PYA's Data Insights](#), our proprietary web-based dashboard platform. This powerful tool visualizes key financial and operational metrics, providing real-time analytics that drive actionable insights. By accessing PYA's Data Insights, organizations can quickly assess payer performance, identify revenue opportunities, and make informed contracting decisions.
- **Market Benchmark Analysis Using Price Transparency Data:** PYA leverages industry data, proprietary analytics, and hospital- and payer-reported price transparency data to assess market trends and payer negotiated rates. This assessment enables healthcare organizations to understand how their contracted rates compare to commercial payer benchmarks, identify opportunities for improved rate positioning, and develop strategic negotiations to optimize financial outcomes.
- **Negotiation Support:** Our team provides expert guidance and data-backed insights to enhance payer negotiations, ensuring alignment with organizational goals and market benchmarks.

## PYA's Expertise

With over 50 years of combined healthcare and managed care industry experience, PYA's dedicated team of professionals provides tailored advisory services to hospitals, health systems, and physician groups nationwide. Our managed care and reimbursement advisory services include:

PYA equips healthcare organizations with the insights needed to make informed decisions, optimize contract terms, and improve financial outcomes. Our strategic approach ensures hospitals and providers can confidently navigate the complexities of managed care contracting with a data-driven advantage.

- **Payer Advisory and Strategy**
- **Managed Care Contract Review and Optimization**
- **Market Intelligence and Benchmarking**
- **Price Transparency Reporting and Compliance**
- **Provider-Payer Dispute Resolution and Litigation Support**
- **Interim Managed Care Leadership and Support**
- **Price Transparency Data Analysis and Dashboard Analytics**

PYA is a nationally ranked healthcare management consulting and certified public accounting firm, privately owned since its founding more than 40 years ago. Contact the PYA Managed Care Advisory Services team leaders:

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