

The *PYA Revenue Recharge* webinar series shares ways health systems and providers can identify revenue opportunities, leading to a more sustainable and visionary future for the enterprise and better healthcare for patients.

PYA is pleased to share key takeaways from the *fifth Revenue Recharge* webinar, "Payer Disputes," held July 11, 2024.

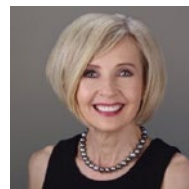
**NET REVENUE OPPORTUNITIES**

*PYA has compiled a list topics related to disputes between payers and healthcare provider organizations to consider. These include but are not limited to:*

<b>Payer Disputes</b>	
<b>Understanding Payment Dispute Dynamics</b>	
<ul style="list-style-type: none"> <li>Types of Disputes: Administrative, Coding, and Medical Necessity</li> <li>Different interpretations of contract terms between the hospital and payer</li> </ul>	<ul style="list-style-type: none"> <li>Complex terms regarding payment rates, bundled services, and exclusions</li> <li>Frequent changes in payer policies and guidelines</li> </ul>
<b>Best Practices for Resolution</b>	
<ul style="list-style-type: none"> <li>Dispute through discussions with payers</li> <li>Gather sufficient claim documentation</li> </ul>	<ul style="list-style-type: none"> <li>Identify systemic issues and trends in the disputed claims</li> <li>Evaluate pursuing arbitration</li> </ul>
<b>Analytical Approaches for Dispute Resolution</b>	
<ul style="list-style-type: none"> <li>Validate and organize claim details</li> <li>Model Claims to evaluate the financial impact of dispute</li> </ul>	<ul style="list-style-type: none"> <li>Estimate success rates by category for settlement negotiations</li> </ul>
<b>Long-term Strategy</b>	
<ul style="list-style-type: none"> <li>Monitor claims to compare actual to expected reimbursement</li> <li>Categorize and analyze underpaid and denied claims to identify root causes</li> </ul>	<ul style="list-style-type: none"> <li>Schedule regular meetings with key payers to discuss recurring issues</li> </ul>

For assistance with revenue management and strategies or any other area related to healthcare operations, strategy and transactions, or valuation, contact one of our presenters below.

**Jason Hardin**  
 Principal and Director of  
 Business Intelligence & Analytics  
[jhardin@pyapc.com](mailto:jhardin@pyapc.com)  
 800-270-9629



**Jane Jerzak**  
 Principal  
[jjerkzak@pyapc.com](mailto:jjerkzak@pyapc.com)  
 800-270-9629

**MARK YOUR CALENDAR**

Make plans to attend Episode 4 of *PYA Revenue Recharge* **August 15** on the topic of *Value Based Care*.