

Spectrum Medical Care Center takes advantage of complete payor management. Overhauls contracts, credentialing, and revenue cycle



Spectrum Medical Care Center

Provider Type

Physician Group

Specialty

Primary care services

Headquarters

Phoenix, AZ

About Spectrum Medical Care Center

Spectrum Medical Care Center is a group of primary care providers specializing in HIV care in Phoenix, Arizona. They serve a crucial role in providing accessible and high-quality care for LGBTQ, straight, and non-binary people throughout the Phoenix metro area, as well as filling the gap in service care for people living with HIV.

Goal of 10% revenue growth year over year

Client Need

Formerly known as Spectrum Medical Group, Spectrum Medical Care Center desired a few things when they partnered with PayrHealth. First, they wanted to change the name of their legal entity as they merged with another provider. Second, they needed credentialing services for the new providers that would be joining their team, as well as for the additional payor contracts they hoped to secure. Finally, Spectrum wanted to see increases in their reimbursement rates with a goal of 10% growth in revenue.

PayrHealth's Solution

PayrHealth joined with Spectrum Medical Care Center by providing complete payor management, handling both revenue cycle management as well as payor portfolio management. This two-pronged approach to growth focused on credentialing providers quickly, re-negotiating key outdated contracts, and securing new contracts with large insurance companies, all while handling a legal name change with all payors.

Key Services Used

Complete Payor Management

Contract Renegotiation

Payor Contracting

10 contract negotiations/
re-negotiations
per year

Client Outcome

With PayrHealth at the helm, Spectrum achieved the results they were unable to attain on their own. As we continue to partner with them, re-negotiating contracts and looking for strategic opportunities to secure new ones to reach more lives, we will strive toward a 10% growth each year by monitoring 10 key contracts and negotiating for higher rates of the most relevant and often-utilized codes.