



Michigan multi-specialty ambulatory surgery center (ASC) succeeds in renegotiating top payor agreements that significantly increase revenue



Bone and Joint Surgery Center of Novi

Provider Type

ASC (ambulatory surgery center)

Specialty

Orthopedic, podiatric, pain management

Headquarters

Novi, MI

About Bone and Joint Surgery Center of Novi

Bone and Joint Surgery Center of Novi is the premier ASC for a series of specialty services including Spine, Hand, Laser, Orthopedic, Pain Management, and Podiatry in Novi, MI.

Client realized a double-digit increase in reimbursement lift rates on contracts

Client Need

Bone and Joint Surgery Center of Novi knew they wanted to renegotiate their top three revenue-producing payor contracts, but didn't have the time or tooling to dedicate towards a successful renegotiation effort.

PayrHealth's Solution

Bone and Joint Surgery Center of Novi utilized PayrHealth's experience and expertise to create a strategy. PayrHealth provided a comparison analysis for three of Bone and Joint's commercial payors. PayrHealth also provided an analysis detailing the original contracted rates vs. the new proposed rate by payor.

Key Services Used

Comparison Analysis

Contract Renegotiation

\$500K+ increase in revenue in a single year

Increased reimbursement on top 3 revenue-producing payor contracts

Client Outcome

Leveraging PayrHealth's tools and support, Bone and Joint Surgery Center of Novi obtained increased reimbursement on major contracts. They realized a double-digit percentage increase.