



Sports Medicine and Occupational Therapy

Provider Type

Physician Group

Specialty

Sports medicine, physical, occupational, and orthopedic therapy

Headquarters

Chesapeake, VA

Key Services Used

Payor Contracting

Credentialing

About Sports Medicine and Occupational Therapy

The Sports Medicine and Orthopedic Center (SMOC) is one of the longest standing Private orthopedic clinics in South Hampton Roads in Virginia. They provide sports medicine treatments, along with physical, occupational, and orthopedic therapy. Headquartered in Chesapeake, VA, SMOC's top payors include UHC, Aetna, Optima, and Cigna.

5-10% increase in revenue for top-performing codes

PayrHealth Secures For SMOC 5-10% increase in revenue for top-performing codes

New Optima offer moved from 2008 Medicare reimbursement rates to 130% of 2021 CMS rates

Client Need

SMOC was committed to staying on the cutting edge of modern medicine and surgical techniques but found that many of their existing contracts were extremely outdated, meaning they didn't have the revenue needed to compete with practices who were able to purchase new and novel equipment or practitioners. They asked PayrHealth for help because they lacked the internal expertise to address the complexity and time-intensive process of renegotiation. SMOC recognized their need to renegotiate decades-old contracts that hamstrung their payor revenue streams with outdated rates and non-competitive terms. Not having the time or expertise to handle this in-house, they turned to PayrHealth for their contract negotiation and re-negotiation needs.

PayrHealth's Solution

Under their Payor Portfolio Management contract with PayrHealth, SMOC and PayrHealth worked with five contracts at a time to renegotiate their most valuable contracts to obtain competitive rates and terms with large insurance providers.

2% escalator for 3-year contract with Aetna; 25% of client's contracts included multi-year escalator

Client Outcome

By using relationship building, escalations, and financial modeling, PayrHealth "successfully renegotiated every contract we targeted for improvement," SMOC stakeholders said. In proving PayrHealth's success and building a trusting relationship with the team, SMOC continues to negotiate other strategic contracts to help them stay consistent with the rising costs of doing business in the sports and orthopedic medicine market.