



Dialysis Access and Vascular Care Provider in Miami restructures payor contracts to regain lost revenue and develop new contracts

Provider Type

Ambulatory Surgical Center

Specialty

Dialysis Care

Headquarters

Miami, Florida

About the Client

The ASC Clinic is a nationally recognized provider of dialysis and vascular care in Miami, FL. They are experts in their field for complex cases and have performed over 40,000 access surgeries. They specialize in end stage renal disease and currently provide treatment to patients from over 100 dialysis centers.

Client Need

The client did not have the necessary resources to fulfill their growth needs or network requirements. They needed assistance with legal entity updates for standing contracts while obtaining new contracts with priority payors and credentialing new providers. While conducting legal entity updates, PayrHealth discovered that a particular payor had been underpaying the client for almost 10 years.

PayrHealth's Solution

PayrHealth's goal was to thoroughly understand the client's organizational structure and operations to accurately represent them in payor discussions. They provided detailed growth strategies to help the client reach their contracting goals and provided the client with information about payor contract language to break down the complexities of contracting and credentialing.

Key Services Used

Contracting and Consulting

Analytics

Credentialing

Renegotiated contracts
to maximize revenue
19 states

9 new payor contracts
executed

Client Outcome

After partnering with PayrHealth, the client has executed 9 new payor contracts and gained access to 7.7 million more potential patients. Standing payor contracts were renegotiated and provider credentialing was completed for 11 payors.