



PayrHealth Negotiates Payor Contracts on 8-Week Deadline for Primary Care Physician Group

Provider Type
Physician Group

Specialty
Primary Care Services

About the Client

This client offers personalized, prevention-focused primary care with a unique care model that centers around patient care and providing informed, evidence-based practices.

Client Need

With an 8-week timeframe, the client was facing involuntary removal of IPA agreements and needed to quickly establish multiple direct payor agreements. This process typically takes 6-12 months per contract - a stressful limitation in an already changing organizational environment.

PayrHealth's Solution

PayrHealth worked against a tight deadline, drawing on multiple established industry relationships and establishing payor contracts as quickly as possible. Not only did PayrHealth deliver, but they resolved many other client needs, like CAQH credentialing services, EMR maintenance assistance, and competitive market data along with service-specific research.

Key Services Used

Payor Contracting

Contract Renegotiation

No disruption in patient care or revenue

9 payor contracts negotiated and executed within 8-week timeframe

Client Outcome

On a seemingly impossible deadline, PayrHealth negotiated 9 direct payor agreements with near matching IPA rates. Because of PayrHealth, patients experienced no disruption in primary care, nor did the client experience losses in revenue. In fact, PayrHealth's efforts helped build a solid foundation for the client to expand and grow in their area and their ability to meet patient needs.