

PayrHealth Helps DME Provider Build Positive Payor-Partner Relationships



Provider Type

Durable Medical Equipment

Specialty

Pneumatic Compression Devices

About the Client

The client is a durable medical equipment provider with over 15 years of experience. They specialize in pneumatic compression devices for lymphedema treatment and compression garments for burn patients. They are also an advocate of The Women's Health and Cancer Rights Act of 1998, which protects patients who choose to have breast reconstruction with mastectomy.

Key Services Used

Provider Credentialing

Payor Contracting

Data-Driven Negotiations

High return on investment established for many years to come

Client Need

The client requested our services after being told that payor networks were closed, despite this client being an important member of the community. They lacked the internal resources necessary to address these contract negotiations and enroll for network participation.

PayrHealth's Solution

PayrHealth utilized a financial market comparison model, tactical negotiations, and strategic partnerships to create a networking strategy for the client. The PayrHealth team's priority was to enroll the client in top payor networks.

Client Outcome

As a result of partnering with PayrHealth, we see higher reimbursement rates and have significantly expanded our patient volume pool, have an overall positive and sustainable relationships with our payor-partners, and have a better understanding of the contracting process with insurance companies. The return on our investment with PayrHealth has more than paid for itself. By securing these agreements, we are able to provide quality care to our patients and be fairly reimbursed in the market for years to come.

Enrollment in top payor networks above market averages