



PROVIDER NEGOTIATIONS CASE STUDIES



+ INPATIENT HOSPITAL BILL – MISSOURI

Rising's review of this bill identified bundling issues and excessive implant charges. Utilizing a cost to charge ratio, Rising's negotiator reduced the implant charges by 70% and reduced the overall \$625,000 in negotiated charges by 57%.

\$353,445 SAVINGS // 57% DISCOUNT

+ INPATIENT HOSPITAL BILL – CONNECTICUT

This bill of \$505,885 involved a severe trauma case with a 48 day hospital stay, including 20 days in ICU. A detailed audit of the hospital charges and related costs enabled our negotiator to focus on a number of questionable and unreasonable charges. Rising's subsequent negotiation process rendered a signed agreement for a 37% discount.

\$188,630 SAVINGS // 37% DISCOUNT

+ INPATIENT HOSPITAL BILL – WISCONSIN

Of the \$515,155 in negotiated charges, Rising generated savings of 12%. Our audit identified excessive daily nursing charges, over-billing for room charges, and bundling issues. Rising's negotiator successfully exceeded the 7% discount to which the provider had already tentatively agreed.

\$61,085 SAVINGS // 12% DISCOUNT

+ OUTPATIENT HOSPITAL BILL – TEXAS

More than \$77,000 of the total \$88,449 in charges were for multiple surgical implants. A thorough review by a Rising nurse auditor identified some inappropriate charges, as well as the manufacturer's cost for each implant. Using this information, our negotiator was able to successfully obtain an agreement for an additional 31% in savings.

\$27,263 SAVINGS // 31% DISCOUNT (IN ADDITION TO FEE SCHEDULE REDUCTIONS)

+ OUTPATIENT HOSPITAL BILL – NEW JERSEY

Rising's negotiator worked with this provider to reduce an \$18,881 bill. Utilizing their knowledge of the New Jersey fee schedule, our negotiator was able to generate a 31% reduction in charges and obtain a provider acceptance for reimbursement below fee schedule rates.

\$5,881 SAVINGS // 31% DISCOUNT

+ AMBULATORY SURGERY CENTER BILL - TENNESSEE

This \$5,510 bill involved treatment for a minor hand injury. The bill had already been reduced to \$3,146 from the application of Tennessee's workers' compensation fee schedule. Rising's negotiator was able to obtain a signed agreement for an additional 22% in savings.

\$1,187 SAVINGS // 22% DISCOUNT (IN ADDITION TO FEE SCHEDULE REDUCTIONS)



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CASE STUDIES



+ INPATIENT REHABILITATION HOSPITAL BILL - INDIANA

Rising had successfully established a good working relationship with the provider as a result of prior negotiations. Upon receipt of this hospital bill for \$98,627, representing a 48 day hospital stay, Rising contacted the provider to discuss various bill charges that appeared unusually high. Ultimately, Rising’s negotiator was able to obtain a signed agreement for a discount of just over 43%.

\$42,628 SAVINGS // 43% DISCOUNT

+ AMBULATORY SURGERY CENTER BILL - ARIZONA

Rising’s coding review uncovered bundling issues, and our nurse audit uncovered inflated implant charges on an \$87,324 bill. With this information, Rising’s negotiator secured an agreement for an additional 65% in savings over the \$70,130 our client was initially going to pay.

\$45,519 SAVINGS // 65% DISCOUNT

+ INPATIENT HOSPITAL BILL – ILLINOIS

Rising’s negotiator worked with this provider to reduce \$25,815 in bill charges. Utilizing their knowledge of the Illinois fee schedule, particularly for implant charges, our negotiator secured a 22% discount and provider acceptance for reimbursement below fee schedule rates.

\$5,679 SAVINGS // 22% DISCOUNT

+ OUTPATIENT HOSPITAL BILL – FLORIDA

For this \$2,556 CT scan bill, Rising’s negotiator secured an agreement for an additional 85% in savings over the \$1,917 our client was initially going to pay.

\$1,635 SAVINGS // 85% DISCOUNT

+ INPATIENT HOSPITAL BILL – NEBRASKA

Rising negotiated \$688,000 in charges after our bill audit identified several bundling issues and excessive pharmacy charges. Rising utilized a “cost to charge ratio” tactic to obtain a 13% bill reduction in this case.

\$91,806 SAVINGS // 13% DISCOUNT

+ TREATING PHYSICIAN’S BILL – PENNSYLVANIA

The workers’ compensation fee schedule applied to this bill of \$4,846 resulted in a reduction of \$2,421. Despite this already significant reduction, Rising’s negotiator was able to get a signed agreement from the provider for an additional savings of 34%.

\$1,624 SAVINGS // 34% DISCOUNT (IN ADDITION TO FEE SCHEDULE REDUCTIONS)

