



Healthcare Revenue Recovery Practice

## Customized Projects

### Client Issues We Address

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- Backlog of Accounts
- Payer Breach of Contract
- Pattern of Non-Payments or Underpayments
- Contract Negotiations

Our firm can handle a variety of initiatives to respond to immediate and particular hospital needs. These special projects can range from resolving a backlog of accounts with a payer or combining claims with similar insurance patterns, to interpreting and enforcing the terms of a specific contract.

Our attorneys are able to provide hospitals with distinctive insurance and contractual expertise because we draw upon the talents of our Healthcare Risk Management, Medical Malpractice and Insurance Defense Practices.

### Clean Up Project

#### Client Issue: Backlog of Accounts

We offer tailored projects to help hospitals clean-up their backlog of third-party payer claims. These projects allow hospitals to place large and aged accounts—from any date of discharge—with our firm for resolution. These clean-up projects are designed to increase cash flow by resolving old and unpaid claims, while hospital's staff focuses on current accounts receivable.

We review these accounts and provide a list of claims which appear to still have insurance funds available. When hospitals do not have the resources to work aged accounts effectively, we can give these accounts the attention needed to obtain quick recovery. For instance, we have helped a hospital resolve a backlog of No Fault, Workers' Compensation and Managed Care accounts aged over 240 days—and as old as 2 years—and successfully recovered over 70% of billed charges.

### Accounts Group Resolution

#### Client Issue: Pattern of Non-Payments or Underpayments

If a trend in non-payments or underpayments becomes apparent, we can handle the affected claims as a special project on the hospital's behalf. By combining claims with similar insurance responses, a global resolution can be achieved in an expedited fashion.

For instance, we have helped a client recover millions of dollars by challenging a payer's constant breach of contract. Thousands of claims had been underpaid per the terms of the contract between the insurance company and the hospital.



### **Payer Contract Review and Analysis**

#### **Client Issue: Contract Negotiations**

When a hospital is about to re-negotiate a contract with an insurance company or a PPO network, our firm can help audit the accuracy of expected reimbursement compared to contract terms, evaluate current contract terms, and recommend a negotiation strategy. Due to our work with insurers on insurance law matters, we have the expertise to interpret the terms of a contract in such a manner as to fully maximize the hospital's expected reimbursement.

### **Consulting**

#### **Client Issue: Registration Problems**

We provide our clients with long-term enhancements to their Business Office Operations. For instance, we have helped a hospital significantly reduce delays and denials on the front-end by advising our client on how to reorganize admission procedures. Our review included:

- Evaluation of present registration procedures
- Identification of factors impacting Accounts Receivable results
- Recommendations for improvement

For more information, contact John Grogan at (973) 539-6500 or via e-mail at [jgrogan@bgc-law.com](mailto:jgrogan@bgc-law.com).

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