

Improve Contract Management for Greater Revenue

Physician practices are deluged by revenue hits and unplanned costs

97% of practices hurt financially due to COVID-19¹

40-80% decline in monthly charges for healthcare organizations²

55% of practices reported lower new patient volumes in July 2020³

A complex payer landscape means practices often leave money on the table

91%

of providers say #1 financial threat is underpayment⁴

40%

of payers may be underpaying providers⁵

7-11%

average underpayments to practices⁶

Up to \$31B

spent annually by providers communicating with payers⁷

R1 Contract Management identifies opportunities and prevents underpayment



Assessment

Inventory existing contracts and analyze opportunities



Strategic Planning

Develop strategy inclusive of regional payers and VBR



Contract Management

Negotiate contracts and manage action plan



Contract Maintenance

Monitor, analyze variance and renegotiate

R1 clients have increased revenue by 4-6%



Recovering from COVID-19 requires new revenue cycle strategies

Be proactive – improve your financial performance with R1's proven strategy and expertise in managing payer contracts. Read [Overcoming Perception: You Can Restructure Payer Contracts to Increase Revenue](#), or [contact us](#) for an assessment of your current contracts.



R1 RCM is a leading provider of technology-enabled RCM services which transform and solve revenue cycle performance challenges across hospitals, health systems and group physician practices. R1's proven and scalable operating models seamlessly complement a healthcare organization's infrastructure, quickly driving sustainable improvements to net patient revenue and cash flows while reducing operating costs and enhancing the patient experience.

Learn more at r1rcm.com or contact us contact@r1rcm.com.