

Payer Strategy - Pediatrics

Client Profile

Size

15,000+ patients

Location

10 states

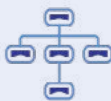
Specialty

Pediatric

Services Deployed



Strategy Performance and Optimization



Strategic Planning Execution



Payer Outreach and Strategy

Overview

SCALE Payer Strategy was engaged by a pediatric home service group facing deep reimbursement rate cuts.

- + The client is a leading independent children's home health care agency for complex pediatric patients. The business has long-standing relationships with payers often seen solely as a DME provider, even though services are far more extensive.
- + Client faced ~30% rate decreases from primary payer in the state.
- + Client interested in transitioning towards a value-based care model.

Execution

SCALE deployed its Payer Strategy Team to develop a detailed approach.

- + Completed a market and payer competitive analysis of current states.
- + Developed strategy to engage with payers and transition to a value-based care model.
- + Reimagined the limited identity of being a single service provider.
- + Guided client on building out and investing in care coordination services.
- + Executed payer outreach and strategy.

Results

- + As a result of payer discussions, revenue increases were unveiled that underwrite losses related to potential fee schedule reductions.
- + Strategy is currently evolving to fit the client's other payer needs, and continued conversations.
 - + Client was satisfied with initial payer strategy execution.
 - + We continue discussions with additional payers and Center for Medicare and Medicaid Innovation (CMMI) for impact to national program development.
- + To date, scheduled fee schedule reductions have been postponed.
 - + There is a chance these cuts could be eliminated completely.
- + Executed a strategy to expand their care model improving their position for participation in a value-based care model.
- + Introduced and built relationships for the client at CMMI.