

Payer Strategy – Pediatrics

Client Profile

Size

15000+ Patients
across 10 states

Specialty

DME
Enteral Nutrition
Infusions
Respiratory Therapy
Care Coordination

Services Deployed



Payer 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 developed an extensive payer strategy with market considerations

- + Completed a rate comparison analysis of current client rates and hospital rates to demonstrate savings
- + Completed an in-depth market analysis and policy review of current and prospective states the client operates within
- + Utilized the extensive knowledge of the SCALE advisor team, including an ex-Anthem CMO, to stress-test strategy

SCALE leveraged its relationships in the industry and payer space to assess their focus to consider in implementation strategy

- + Detailed collaboration and coaching with client to align on payer meeting agenda
- + Presented client's case for canceling scheduled cuts to local payer
- + Met with CMMI to further discuss need for complex patient care

Results

- + As a result of payer discussions, unbilled services were discovered further increasing the group's revenue opportunities:
 - + Achieved the reversal of CY 2023 reimbursement rate cuts.
 - + Client is now leveraging State legislative relationships for program and benefit design changes impacting this pediatric population.
- + 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