

# Fee Negotiation

Maximize Your Health Care Claim Savings

## Is your fee negotiation program delivering exceptional results?

At HRGi, fee negotiation is the cornerstone of our comprehensive out-of-network savings program. By employing skilled negotiators, expert systems, and ongoing training and refinement, HRGi consistently outperforms the industry. When you use HRGi's fee negotiation service, you can count on the following:

- Excellent discounts
- Timely resolution
- Signed agreements
- Satisfied patients and providers

## A Strategic Approach to Fee Negotiation

All claims are not created equal, and a strategic approach to each type of claim is required to maximize savings. By customizing our approach to each claim tier, HRGi is able to consistently deliver outstanding results. Many traditional programs require high dollar thresholds for fee negotiation or rely on auto fax programs to deliver straight discount requests to providers. HRGi is able to deliver custom fee negotiation solutions that maximize value from your smallest to your largest claims. The results are nothing short of exceptional.

	<b>Large Claims</b> more than \$750 <i>"Classic Fee Negotiation"</i>			<b>Mid-Tier Claims</b> \$749 - \$350 <i>"Direct Connect Negotiation"</i>			<b>Micro Claims</b> less than \$349 <i>"Fast Track Negotiation"</i>		
<b>Approach</b>	<ul style="list-style-type: none"> <li>▪ Negotiation directly with the provider</li> <li>▪ Strategic focus on claim particulars (coding, charges, etc)</li> </ul>			<ul style="list-style-type: none"> <li>▪ Negotiation directly with the provider</li> <li>▪ Strategic focus on financials of claim</li> </ul>			<ul style="list-style-type: none"> <li>▪ Streamlined approach</li> <li>▪ Bundled claims</li> <li>▪ Claim repricing based on proprietary database</li> </ul>		
<b>Performance Objectives</b>	Greatest concentration placed on average discount levels and hit rate, with a secondary focus on turn around time.			Greatest concentration placed on hit rate and turn around time, with a secondary focus on average discount levels.			Greatest concentration placed on turn around time and hit rate, with a secondary focus on average discount levels.		
<b>Results</b>	Hit Rate	Avg Disc	TAT	Hit Rate	Avg Disc	TAT	Hit Rate	Avg Disc	TAT
	60-68%	30-35%	3.0-3.8	50-55%	21-27%	2.1-2.7	20-25%	17-20%	.2-1.0

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