

Fact:

Private –sector ACOs already are struggling to navigate the many business decisions needing in setting up these entities while the HHS regulations governing ACOs create new challenges for Medicare providers.

Case Studies



The Client:
California-based health insurance company embarking on delivering a Medicare Advantage product.

The Assignment
Develop a medical delivery system that complies with CMS regulatory requirements in seven states and file with CMS.

The Solution

Brought all markets filed with CMS and gained approval and licensure to deliver healthcare to seniors in each of the filed states and counties.



The Client:
Multiple health insurers in New York Metropolitan market.

The Assignment
Physician build out for enhancing delivery system for commercial, Medicare Advantage and Medicaid products.

The Solution

Successfully met all of clients' benchmarks for performance in all physician recruitment projects.



The Client:
National healthcare provider start-up

The Assignment
Interface with CEO to develop a recruitment strategy, human resource manual and to recruit senior management for corporate office and field operations.

The Solution

Completed all phases of project which was slated to take a year in a four-month timeframe.



The Client:
Community hospital with 256 beds

The Assignment
Review & re-contract hospital and physician contracts with all healthcare insurance payers serving hospital's catchment area. Develop system to reduce declination of claims for employed & contracted physicians. Develop system to enhance inter-departmental communications for revenue maximization.

The Solution

Increased prospective revenue by \$2 million. Educated Medical Records Department & physicians with respect to importance of updating credentialing materials. Implemented

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The Client:
National discount medical product organization start-up

The Assignment
Mentor CEO in marketing, strategy, product development & design, organizational infrastructure. Develop position descriptions & salary ranges for CEO, COO, CFO, CIO, CMO & Director of internal call center. Retained to perform executive searches for above titled positions.

The Solution

Developed retail and wholesale marketing strategy for a suite of healthcare products sold to individuals, HMOs and corporations. Completed in two weeks. Hired all positions in four weeks from inception of recruitment process.



The Client:
Collection company specializing in No-Fault and Workers Compensation

The Assignment
Identify and introduce client to Hospitals, Faculty Practices and other providers with significant Workers Comp and No-Fault receivables

The Solution

Client entered into new business relationships with new provider entities introduced by CHC



The Client:
Major teaching university hospital with 500+ beds.

The Assignment
Client wanted an experienced executive to serve as interim Chief Financial Officer

The Solution

Provided CFO with 30+ years experience in health care. Integrated into hospital management team, and makes all management and financial decisions required by position.



The Client:
New York Multi-Specialty Physician Group

The Assignment
Restructure and centralize all operational functionalities

The Solution

MDs operated under new guidelines and innovative practice management system

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The Client:
Leading global consumer products company. On Fortune's list of "Americas' Most Admired Corporation" list since 1983.

The Assignment
Develop medical care plan and prepare and submit all appropriate documentation to the Connecticut Workers' Compensation Board for approval. Recruit physician-specific network for the Plan.

The Solution
Medical care plan organized according to state regulations and provider network successfully recruited. State approved.



The Client:
Health insurance company in New York that serves over 4.6 million members

The Assignment
Document recovery initiative for 47,883 provider locations due to losses suffered as a result of the World Trade Center terrorist attack.

The Solution
Exceeded client's benchmark for performance excellence (75% recovery) by 22%.



The Client:
140 Bed Rural Hospital

The Assignment
Outsource Managed Care Contracting

The Solution
Client merged with a 222 bed Hospital and CHC was retained to contract on behalf of the merged entity.



The Client:
Nationally known chemical dependency & substance abuse provider that had never contracted with insurers or payers

The Assignment
Negotiate first time private insurance contracts.

The Solution
Several insurance contracts executed after implementing in-house capability to bill and collect

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