

HEALTH CARE SYSTEM REIMBURSEMENT ASSESSMENTS

The Medicare Program is a complex and ever-changing landscape, and health systems need to be constantly on the lookout for changes to this landscape that can affect their hospitals. Hall Render and Hall Render Advisory Services can help evaluate hospital system structures to identify current and future opportunities that will have the best impact on patient care, improve efficiency and optimize financial results. Our comprehensive approach to planning includes a review of everything from the payment and cost savings, to reimbursement and reclassification, in addition to regulations specific to your hospital structure.

Our team has worked with hundreds of hospitals to evaluate their Medicare reimbursement opportunities. Our experience allows us to be a front-line partner to build plans and execute tactics for:

- Obtaining and maintaining special hospital statuses
- Hospitals-within-hospitals and satellite units
- Multi-campus hospitals and remote locations
- Micro-hospitals
- Freestanding emergency departments
- Grandfathered and new provider-based sites

We help your in-house team by:

- Conducting analysis of payment impacts of various hospital structures, including mergers, spin-offs and establishing multi-campus hospitals
- Advising on provider-based matters, including: impact of site neutral restrictions, optimal operational structures, attestation filings or review, impact of remote location, micro hospital and dedicated emergency department status
- Assessing and advising on obtaining and maintaining 340B status and maximizing opportunities for cost savings and preparing and filing applications for special hospital status
- Assessing eligibility for special hospital status – for example, Critical Access Hospital (“CAH”), Sole Community Hospital (“SCH”), Medicare-Dependent Small Rural Hospital (“MDH”) and Rural Referral Center (“RRC”) status
- Assessing opportunities for obtaining Rural Health Clinic (“RHC”) and Federally Qualified Health Center (“FQHC”) status, including: Health Professional Shortage Area (“HPSA”) and Medically Underserved Area (“MUA”) analysis, assisting in obtaining HPSA/MUA status and evaluating the impact of freestanding vs. provider-based RHC status FQHC relationships with hospital/systems
- Consulting on CARES Act funding relief and strategies

Hall Render is willing to partner with our clients to develop innovative fee arrangements that benefit both parties. We often conduct these engagements on a fixed-fee basis and are comfortable working with systems in that manner.

Representative Experience Example:

- Our team conducted a system reimbursement assessment that identified a provider merger strategy for two of its hospitals. In a 9-month period, we worked through the legal entity and Medicare merger process to create a multi-campus hospital that extended 340B eligibility and allowed the combined provider to get a special Medicare designation. In total, this resulted in approximately \$25 million in increased Medicare payments and drug cost savings each year for the system.

RESULTS

Clients who work with the Hall Render Medicare Reimbursements team have been able to identify and implement Medicare reimbursement and cost savings strategies that add millions to the bottom line. We have commonly found reimbursement opportunities that our clients have missed due to the complex Medicare regulatory structure.



LET’S GET STARTED

Contact Hall Render to discuss how your organization can benefit from a partnership with our health care attorneys and advisors.



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