

## ***Innovative Practice Services<sup>SM</sup>***

### **Strengthen core practice operations and optimize revenue**

Declining reimbursement, rising expenses, increased reporting requirements, and the demands of providing high-quality patient care can make maintaining or increasing revenue and cash flow a challenge.

Innovative Practice Services (IPS) provides consulting and analytics tailored to meet the specific needs of your practice. Our team of professional advisors has expertise in the functions that drive strong financial and operational performance<sup>1</sup>.

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| <p><b>Revenue Cycle Management</b><br/>Assess collection processes and provide best practices for improved procedures</p> | <ul style="list-style-type: none"> <li>• Payer and patient collections optimization</li> <li>• Financial counseling and patient assistance programs</li> </ul>                                   | <ul style="list-style-type: none"> <li>• Analytics, reporting and benchmarking</li> <li>• Documented best practices, standard operating procedures and job descriptions</li> </ul> |
| <p><b>Managed Care</b><br/>Evaluation of payer contracts and reimbursement analysis</p>                                   | <ul style="list-style-type: none"> <li>• Payer analytics</li> <li>• Negotiation support, including analysis of payer counter offers</li> <li>• Value-based care reimbursement support</li> </ul> | <ul style="list-style-type: none"> <li>• Building a unique value proposition for your practice</li> <li>• Protective contract language</li> <li>• Appeals 101</li> </ul>           |
| <p><b>Billing and Coding</b><br/>Ensure all the right charges are captured, documented and billed</p>                     | <ul style="list-style-type: none"> <li>• Charge capture audits</li> <li>• E/M chart reviews</li> </ul>   | <ul style="list-style-type: none"> <li>• Contract variance analysis</li> <li>• ICD-10 documentation reviews</li> </ul>   |

#### **Learn more today.**

To learn more about how Innovative Practice Services can help your practice or to schedule a personalized one-on-one conversation, contact your Account Executive or email us at the address below.

#### **McKesson Specialty Health**

10101 Woodloch Forest  
The Woodlands, Tx 77380

[msh.ips@mckesson.com](mailto:msh.ips@mckesson.com)



<sup>1</sup>Results may vary based on specifics of your practice. McKesson Specialty Health does not guarantee a specific result.