



Should Your Physician Practice Outsource Credentialing and Fee Schedule Review Services?

A quick guide to help determine if experts from NextGen Office can help make your practice more efficient and profitable

Maintain financial well-being

Credentialing can be time-consuming and costly. What's more, inaccurate or incomplete credentialing can leave a practice vulnerable to a variety of harmful outcomes:

- Increased days in accounts receivable (A/R)
- Increased claim denials
- Non-par payments
- Customer service issues
- Provider frustration
- Accreditation problems
- Vulnerability to malpractice suits

Why outsource

The short answer is time and money. Handling credentialing services in-house requires you to hire a credentialing expert or team of experts to spend hours on paperwork and phone calls, which ultimately comes out of your bottom line.

Outsourcing credentialing services might be suitable for your practice if you:

- Want to diversify your payer mix and increase your market share
- Want to avoid the burden of onboarding and managing additional staff
- Want to maintain all your licenses and time-sensitive credentials
- Want to avoid lapses in your contracts with payers
- Have a wide range of healthcare providers, such as physicians, nurse practitioners, physician assistants, behavioral healthcare providers, or physical and occupational therapists

NextGen Office Credentialing supports enrollment in:

- Commercial insurance plans
- Medicare and Medicaid
- Managed care plans
- Workers' compensation plans
- Durable medical equipment (DME) programs

Enable providers to deliver services

Whether hired as employees or contractors, healthcare providers can't deliver care until source verification—a comprehensive background check to confirm the credentials of physicians and other healthcare providers hired by your practice—is completed, credentialing is final, and hospital privileges have been granted to physicians. These services ensure that your most valuable assets, healthcare providers, can provide care and get paid for it.

5 Questions to see if outsourcing credentialing and fee schedule review is right for you

- 1 Are credentialing tasks eating away at staffs time that should be spent performing other duties?
 Yes No
- 2 Are claim denials due to credentialing issues impacting your revenue?
 Yes No
- 3 Are you turning away referrals from physicians because you are not in network?
 Yes No
- 4 Are you struggling to keep up with state regulations and requirements?
 Yes No
- 5 Do you feel that you are underpaid on your commercial contracts, but do not have the resources to re-negotiate each contract?
 Yes No

If you answered yes to any of these questions, your practice may benefit from outsourcing credentialing and fee scheduling review services.

Whatever your needs NextGen Office has you covered

NextGen Office Credentialing services can cut through the maze of obstacles that can occur during the credentialing process. Our experts are trained to provide credentialing services for physicians, nurse practitioners, physician assistants, physical and occupational therapists, and more.

Our experts have intimate knowledge of how insurance companies operate and can manage the most challenging credentialing issues.

Fee schedule review

Additionally, fee schedule review services are available to improve the terms of your relationship with your payers. Contracts define the terms of your relationship with payers—they describe the services you will render and what you will be paid for them. Use NextGen Office fee schedule services to help when you request new contracts from payers and when you re-negotiate existing contracts. Our team of experts will ensure you are positioned to receive maximum reimbursement rates within your local market.

Benefits of outsourcing

Outsourcing credentialing can help reduce your financial burden and enable your practice to run more smoothly. Credentialing is labor intensive and takes time away for critical office operations. By partnering with experts from NextGen Office, you can better control costs associated with credentialing. Outsourcing can help your practice:

- Expedite processing
- Avoid lapses in your participation status in payer contracts
- Increase revenue
- Reduce credentialing-based denials

Benefits of fee schedule review services

Not uncommonly, fee schedules offered in payer contracts are below reasonable or customary amounts. By leveraging expertise from NextGen Office in negotiating fee schedules, you can:

- Increase your fee schedules
- Get reimbursed for additional services within the scope of the contract
- Grow your practice

More reasons to consider outsourcing credentialing services

You may want to outsource if you plan to:

- Open a new location
- Become better prepared for physician departures and arrivals
- Reign in claim denials that may result from errors in credentialing

Look for these capabilities

To select a vendor that's right for you, consider the chart below.

Capability	What to look for
Comprehensive IT- enabled services	Services that address all areas of enrollment, covering the entire credentialing life cycle
Workflow powered by leading-edge systems	Credentialing workflows, powered by advanced, cloud-based software, to help your practice generate more cash, faster
Top-tier software and automation tools	Implementation and use of top-tier software and automation tools to the fullest possible extent, ensuring accurate and timely credentialing—as well as streamlined management of primary source documents
A team of experts	Demonstrated expertise with payers and insurance plans nationwide
Experience across specialties	Proven experience working with a variety of specialties to help expedite credentialing with any health plan
One-on-one support	A dedicated expert monitors analytics and provides one-on-one support to enhance operations and help ensure success
Data and analytics	Offers robust data collection, analytics, and complete visibility into every credentialed provider

We can help

NextGen Office's credentialing and few schedule review experts can relieve your administrative burdens and help improve your time to cash. We provide dedicated attention and handle all the details to ensure credentialing is thorough and accurate and your practice receives maximum reimbursement rates within your local market. We use leading cloud-based software and automation tools. Our credentialing experts have experience with the full gamut of medical specialties and types of practice in every state. Contact us to find out more.

BETTER STARTS HERE.

Benefit from the knowledge of experts who understand insurance companies and have successfully credentialed thousands of physicians in all 50 states. Contact us at **855-510-6398** or email **results@nextgen.com**