MEET YOUR NEW BEST FRIEND:

Understand, engage, and measure

THE PHYSICIAN ADVISOR

WHATA OF ALL THAT TRAINING



CAREER PATH

for THIS Physician Advisor



2 years

3 years

many years

1 LONG year

4 years

4 years

THE ROLE



(a) an evolution borne of niche tasks and the need for specific expertise



People who end up with the good jobs are the proactive ones who are solutions to problems...who seize the initiative to do whatever is necessary to get the job done.

2 M N R U L E



an arbitrary divide?Interpretation depends on motivation

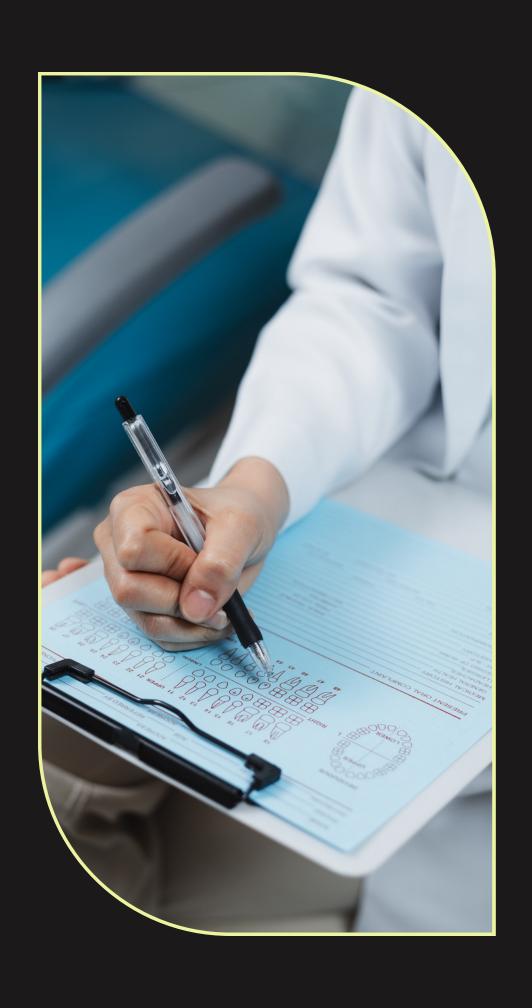


MEDICALLY NECESSARY 🔷



et services or supplies that are proper and needed for the diagnosis or treatment of a medical condition, are provided for the diagnosis, direct care, and treatment of a medical condition, meet the standards of good medical practice in the local area, and aren't mainly for the convenience of the patient or doctor.



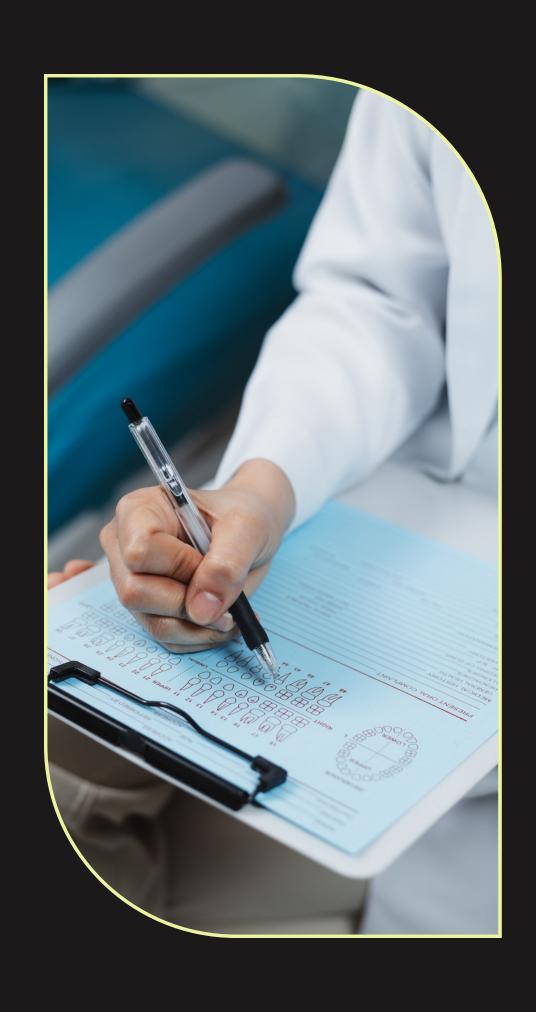


EXPANDING SCOPE









EXPANDING SCOPE



Traditional

Level of Care

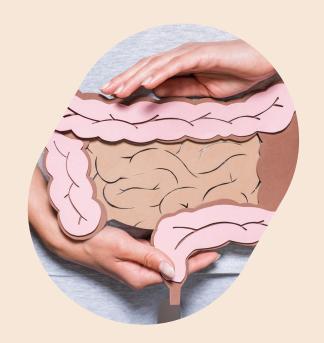
UR Committee

CC44 and HINN

Denials and Appeals

EGREGIOUS DENIALS

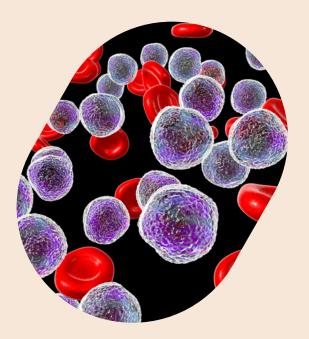
① are we in the business of appeals?



SBO payer says what?

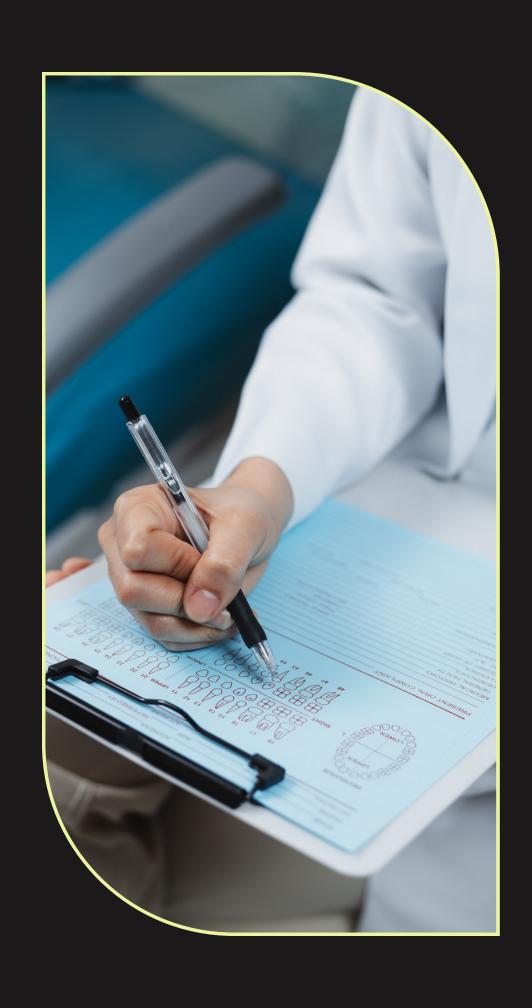


CHF/COPD EXACERBATION payer says what?



MALIGNANCY ON CHEMO

payer says what?



EXPANDING SCOPE



Traditional



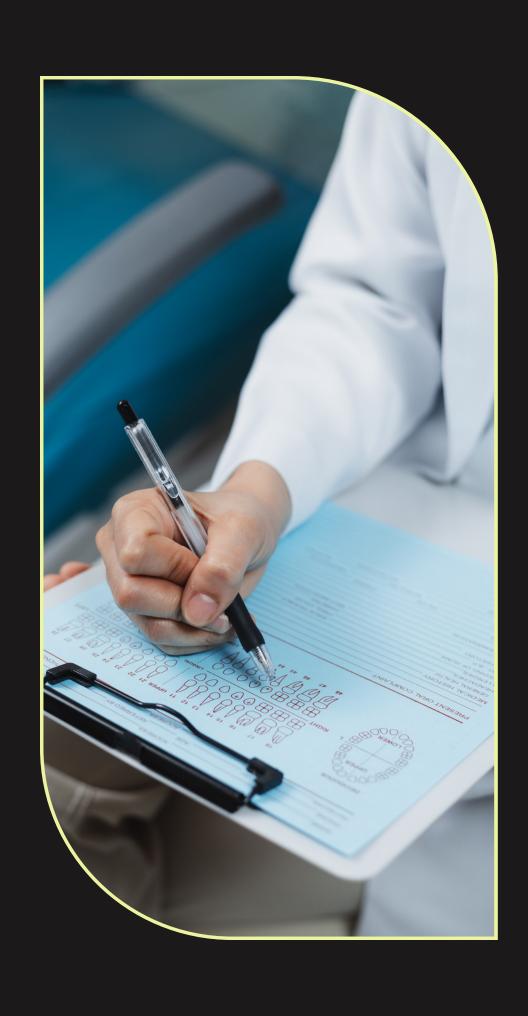
Evolved

MultiDisc Rounds

Length of Stay Management

CDI

OBS Units



EXPANDING SCOPE





Hosp to Hosp Transfers

Emerging Payer contracting

Payer JOCs

01

COMPLIANCE RISK MITIGATION

02

REVENUE RECOVERY

① Did you know?

financial return on structured physician advisor services



Can you afford NOT to?

A ROBUST PAPROGRAM

• 1 FTE PA per 150–200 adult acute beds

- weekend and holiday coverage
- ancillary function coverage
- rapport with medical staff
- basic data proficiency

Are you covered?

WITHOUT DATA

facts

YOU'RE JUST ANOTHER

drive intentional

PERSON WITH

AN OPINION

progress



CONCURRENCE

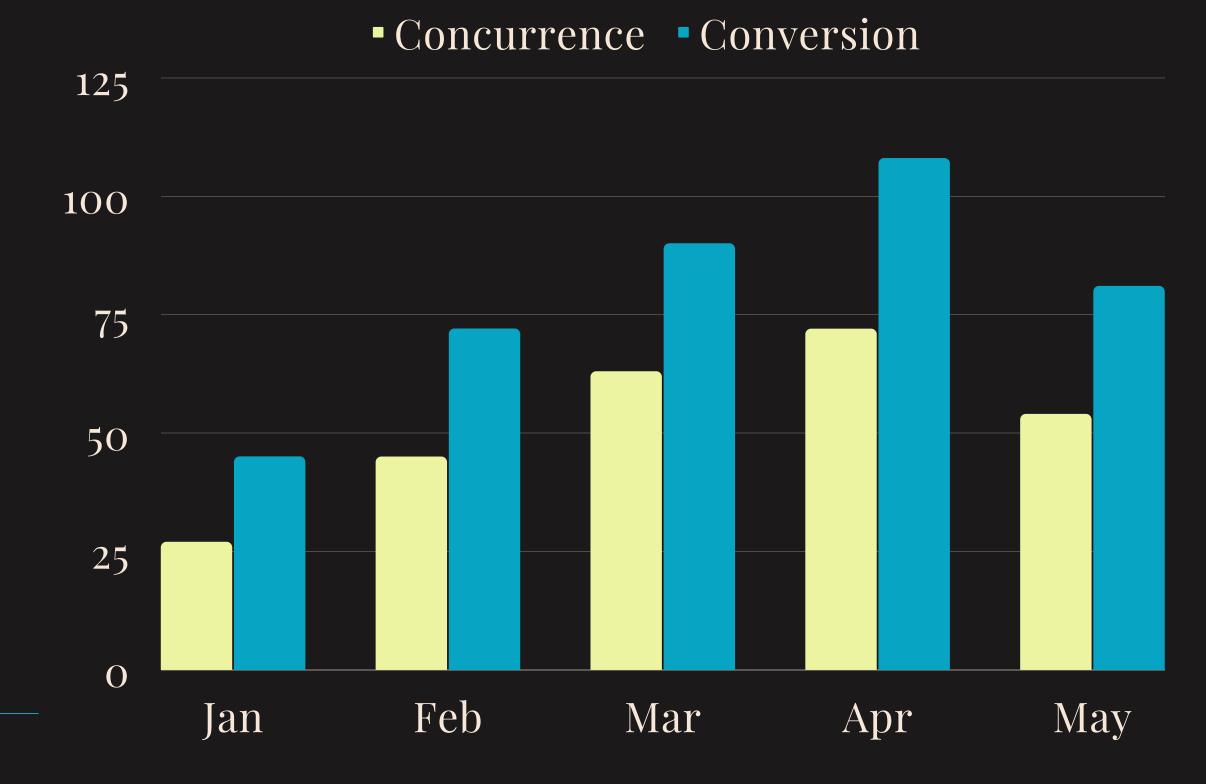
CONVERSION

Upon secondary review, ordered level of care is appropriate from a compliance stand point.

Upon secondary review, ordered level of care is non compliant and stay needs to be converted to another level of care.

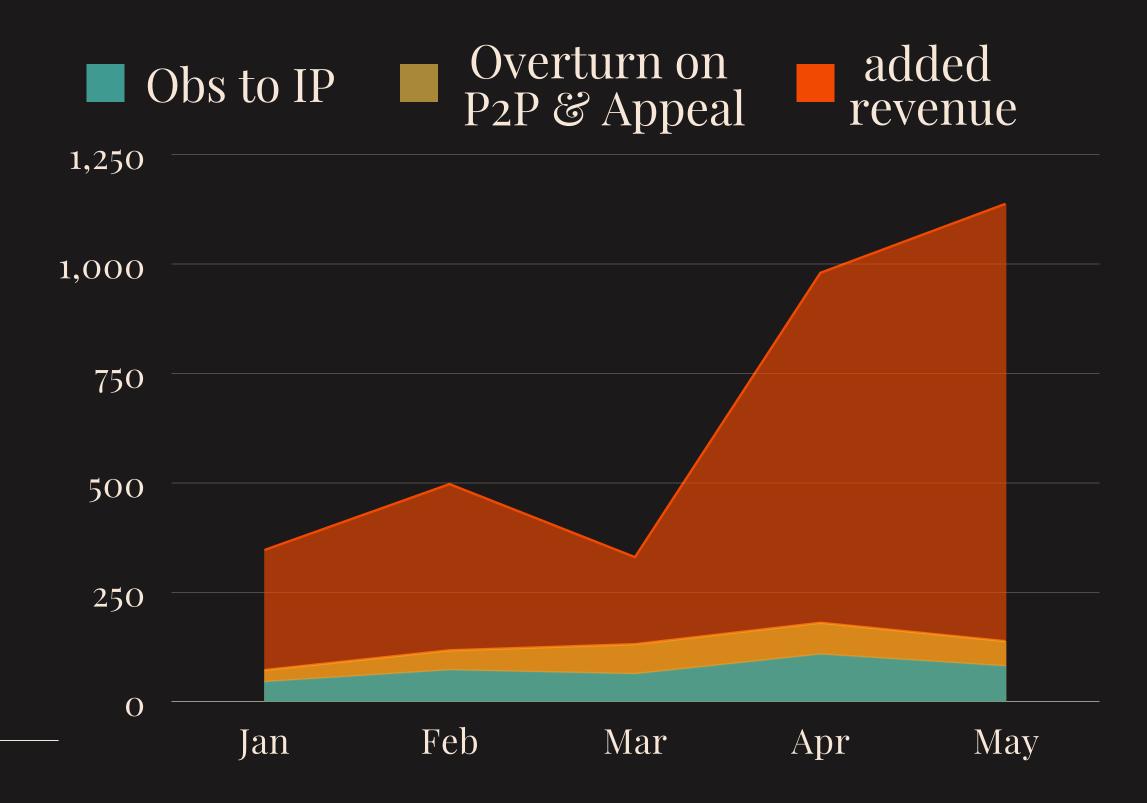
COMPLIANCE DATA POINTS

minimize your risk



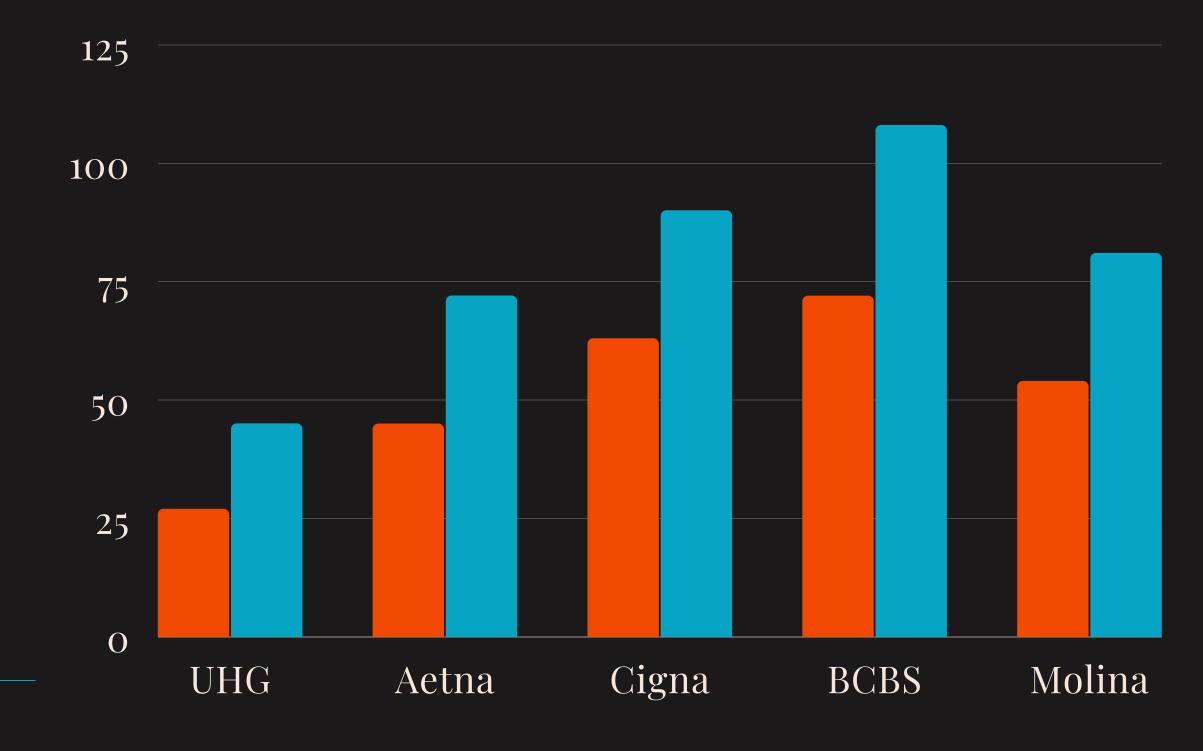
REVENUE DATA POINTS

maximize your return



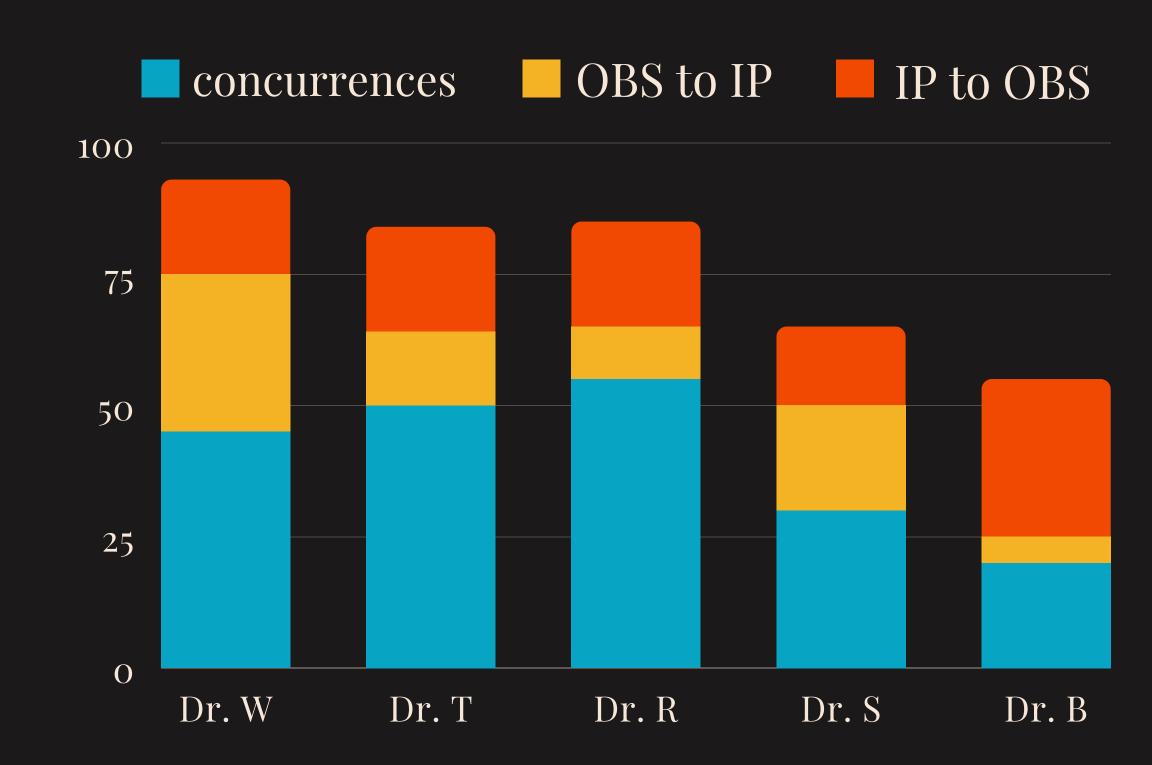
PAYER SPECIFIC DATAPOINTS

— cultivate actionable data



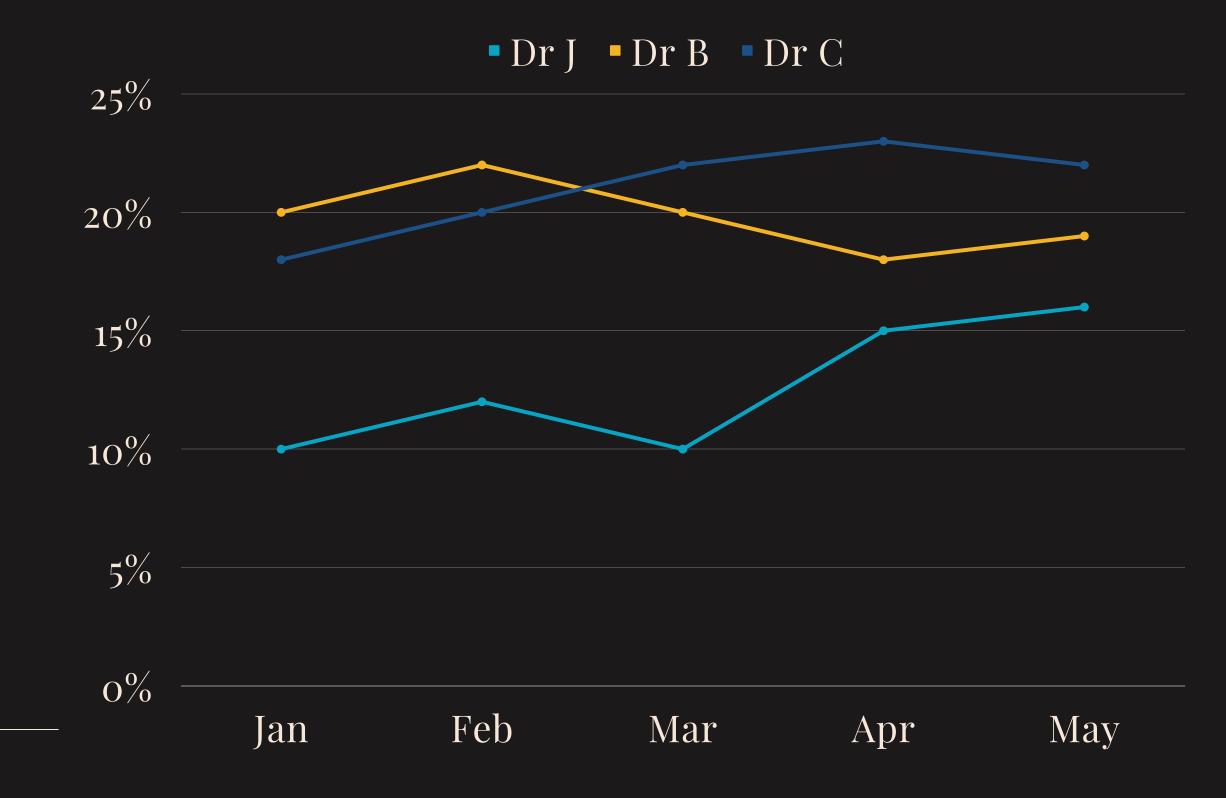
PROVIDER PROFILING

• focus on opportunity



PERFORMANCE MANAGEMENT

denial overturn rate



Caution interpreting this data.

This view is to identify outliers.

WHATA OF ALL THAT TRAINING



WISDOMIS NOT A PRODUCT OF SCHOOLING BUT OF THE LIFELONG ATTEMPT TO ACQUIRE IT

THANK YOU!

Send us a message at



getpaoc@med-metrix.com

if you have questions.

