

### At A Glance

#### • Client

- An MSO serving University Children's Medical Group
- 265 physicians affiliated with the USC Keck School of Medicine

#### • Challenge

- To obtain data efficiently in order to renegotiate managed care contracts
- Ability to clearly demonstrate results to the executive team and physicians

#### • Solution

*Anodyne Analytics™* - a user-friendly, web-enabled, ad hoc analysis application, delivered through an "on-demand", monthly subscription fee model

#### • Results

- Increased payments from their contracted managed care organizations
- Ability to quickly and efficiently create highly relevant charts and data tables

"The beauty of Anodyne Analytics™ is that once I get the data, it is very easy to re-run the query if there is something I want to change. What the physicians like best is that I can customize views of their data so they can better understand their practice in seconds flat."

- Denise Healey, Executive Director  
Revenue Cycle Management

### Client

Pediatric Management Group (PMG) is an MSO owned by University Children's Medical Group (UCMG), which is affiliated with the University of Southern California School of Medicine. UCMG is one of the largest pediatric multispecialty medical groups in the United States, with 265 physicians.

### Challenge

Denise Healey, PMG's Executive Director of Revenue Cycle Management, and Dave Baker, PMG's Contracting Manager, spent a considerable amount of time and effort re-negotiating managed care contracts. This was an important undertaking for the financial health of the group, the satisfaction of the physicians and the ongoing needs of the area's pediatric patient population. Once this project was successfully completed, it was important to clearly demonstrate the results to the rest of the executive management team and the physicians.

### Solution

Ms. Healey appreciates the ease and efficiency of Anodyne's analytics application, and relies on it heavily to obtain data for a broad span of projects ("I use Anodyne Analytics™ day in and day out"). Using Anodyne Analytics™

### Solution Continued...

to demonstrate the results of their contracting efforts was a perfect opportunity to showcase one of her favorite tools. Ms. Healey was able to quickly and efficiently create visually appealing charts and corresponding data tables that confirmed the increase in payments from their contracted managed care organizations. She displayed the results by absolute dollars, as a percent of charges, and on a dollars per RVU basis. Ms. Healey states, "The beauty of Anodyne Analytics™ is that once I get the data, it is very easy to re-run the query if there is something I want to change."

### Results

The outcome was incontrovertible. Clearly pleased with the results of Ms. Healey and Mr. Baker's efforts, as well as their ability to "prove" the fruits of their efforts through Anodyne Analytics™, physician leadership now has measurable evidence of PMG's contracting success. Moreover, the physicians greatly value the ability to see these results at both a practice and provider level in a matter of seconds.