



Market Reimbursement Intelligence

Improve payor negotiations and managed care discussions with market-specific data



Too often, healthcare organizations enter payor negotiations ill-equipped to make a data-based case for higher reimbursement rates. To strengthen negotiation positions and maximize payments, they need market-specific data to support their position.

Market Reimbursement Intelligence delivers unprecedented transparency into market-specific reimbursement rates — providing an objective understanding of how your payor contracts compare with others in the area. For managed care teams, insights into financial opportunities make it easy to assess the revenue potential of entering new markets, help them gauge revenue growth potential, and get rate-specific details at a code level.

Market Reimbursement Intelligence empowers providers with:

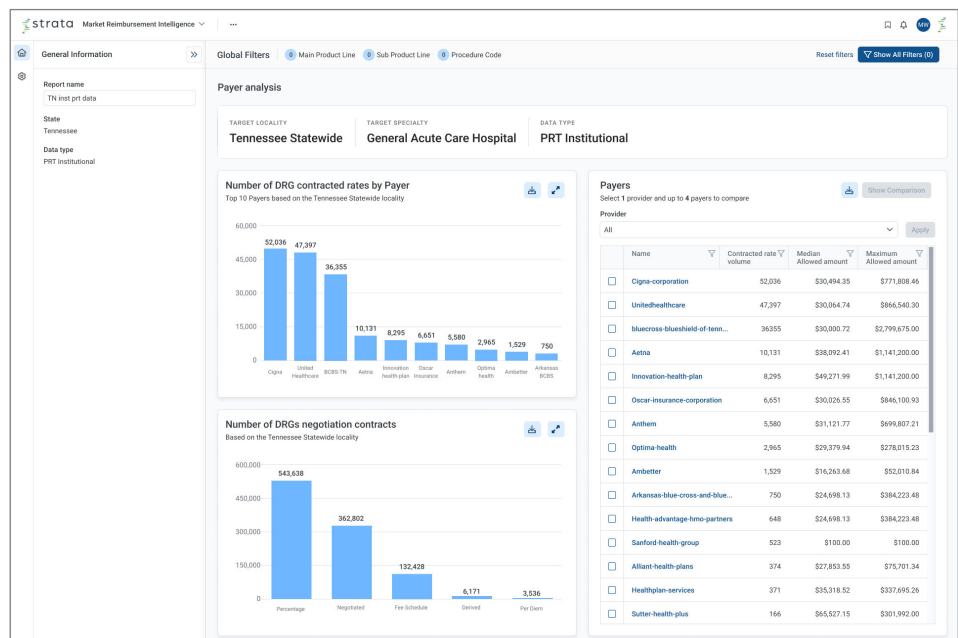
- **Reimbursement Insights:** Understand how your negotiated rates compare to others in your service area using curated, market-specific reimbursement data.
- **Detailed Reimbursement Reporting:** Report by geography, payor, provider, and CPT code to better understand the market value for the services you provide and respond to contract proposals with more accurate data.

- **Transparency:** Explore opportunities around you by using remit or payor transparency data by geography.
- **Objective Market & Provider Comparisons:** Leverage state, market, and service line data to better understand risks and opportunities.

Choose from multiple curated, market-specific datasets

Payor Rate Transparency

Through the federal Transparency in Coverage rule, enacted in 2022, health plans and health insurers are required to publish rates for the healthcare services they cover. Strata provides access to insurers' published rates in our Payor Rate Transparency (PRT) datasets.



Market Reimbursement Intelligence

APCD 835 Remit

Market Reimbursement Intelligence leverages Strata’s proprietary All-Payor Claims Data (APCD) to analyze market rates by payor, provider, CPT code, and/or service line to deliver insights into your financial opportunity.

This data includes commercial, Medicare fee-for-service, as well as our new APCD comparison benchmarks. The 835 APCD is updated quarterly and has claim-level detail and nationwide coverage. Additional nuanced cleansing of unit information, procedure modifiers, and outlier trimming ensures that data are curated for the most refined insights.

Strata’s Market Reimbursement Intelligence tool makes accessing PRT data easy. It leverages advanced data science techniques to deliver a solution that empowers hospital leaders with normalized, consistent, and easy-to-analyze data.

Visit our [website](#) or [contact us](#) to learn more or schedule a demo today.

Provider Comparison

REPORT NAME: NC Commercial | DATA TYPE: 835 Professional | STATE: NC | YEAR: 2022Q1 - 2022Q4 | PAYER TYPE: Commercial | PAYER: United Healthcare

Comparison Value: % OF CMS | GLOBAL FILTERS | RESET FILTERS

Reimbursements By: Main Product Line

Main Product Line	Payer M...	ORTHONC		EMERGEORTHO PA		CAPE FEAR ORTHOPAEDIC CLINIC, PA	
		% of CMS	Median Allowed ...	% of CMS	Median Allowe...	% of CMS	Median Allowed ...
Anesthesia	167%	115%	\$115.44	167%	\$384.60	123%	\$284.46
Behavioral Health	79%	95%	\$122.71	95%	\$90.52	-	-
Cardiology	170%	-	-	129%	\$17.88	-	-
Complementary Medicine	141%	-	-	109%	\$33.59	-	-
Dermatology	86%	161%	\$251.82	150%	\$167.15	117%	\$355.00
Drugs	164%	164%	\$22.75	190%	\$26.35	-	-
Emergency Department	293%	-	-	149%	\$66.91	-	-
Evaluation & Management	102%	90%	\$112.42	136%	\$169.69	88%	\$77.32
General Surgery	102%	-	-	172%	\$366.50	117%	\$280.69
Hospital Inpatient	100%	-	-	162%	\$218.95	113%	\$42.97
Hospital Observation	157%	-	-	-	-	-	-

Market Overview

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Comparison Value: % OF CMS | GLOBAL FILTERS | RESET FILTERS

Please use the filters below to narrow your selections to 6 or fewer providers to compare by. Then select a payer to drill deeper for a more granular analysis.

Payer

Payer	Volume	% of CMS
BCBS: NC	6,719,978	120%
United Healthcare	2,569,294	108%
Aetna	1,499,072	100%
Cigna	1,317,698	103%
BCBS: GA	275,218	86%
Centene	252,270	86%
BCBS: BCBS	191,787	104%

Provider

Provider	County	% of C...
AVANCE CARE, PA	Wake	147%
PIVOT PHYSICAL THERAPY OF MID ATLANTIC, LLC	Wake	83%
RALEIGH RADIOLOGY ASSOCIATES, INC.	Wake	192%
PIVOT PHYSICAL THERAPY OF CAROLINA	Wake	80%
JEFFERS MANN & ARTMAN PEDIATRIC & ADOLESCENT M...	Wake	160%
CHARLOTTE EYE EAR NOSE & THROAT ASSOCIATES, P.A.	Mecklenburg	138%
PINEHURST MEDICAL CLINIC, INC.	Moore	125%