

Provider Analytics

What You Don't Know Can Hurt You.

TractManager's Provider Analytics mines all your contracts housed within MediTract CLM, our patented healthcare contract lifecycle management technology, to provide actionable insights on all provider contracts.

Provider Analytics identifies contract variability that causes compliance concerns and uncovers opportunities to standardize compensation across providers. Analyzing terms and key clauses in your contracts allows you to:

- Govern your provider relationships better.
- Effectively manage physician total compensation.
- Comprehend your total responsibility during a merger or acquisition.
- Ensure compliance with regulatory requirements associated with physician compensation.

TractManager's Artificial Intelligence-enabled Provider Analytics solution examines four key areas: physician compensation, managed care contracts, all contracts during the merger and acquisition due diligence period, and CMS Open Payments.

Understand your physicians' total compensation.

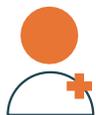
Physician Compensation Analytics

TractManager's Physician Compensation Analytics provides unparalleled visibility into the total compensation relationship between your organization and its physicians—including base compensation structure, medical directorships, call coverage arrangements, leased office space, and resident supervision.

Our insights reduce the administrative burden required to properly analyze all contract clauses, allowing you to:

- Eliminate variability that may lead to regulatory violations.
- Easily comply with the Anti-Kickback Statute and Stark Law.
- Manage total physician compensation more effectively.

Physician Compensation Analytics:



Faculty Profile



Compete Restriction Term



Full-Time and Part-Time



Salary and Bonus



Auto Renewal Term



Physicians by Department



Physician Compensation Analytics mines the following data:

- Call Coverage (*Type/Location/Rate/Terms*)
- Specialty/Provider Group
- Expected Hours/Session/Shifts
- Compensation Structure (*Base/Admin/Incentive/Collection Threshold*)
- FTE Status
- Noncompetition (*Geographic Scope/Duration/Buyout*)
- Incentive Dollar per wRVU/wRVU Minimum
- Fair Market Value (*Assessment/Documentation/Reason FMV wasn't conducted*)
- Additional Insights (*Sign-on Bonus/Performance Bonus/Relocation Expense/Educational Loan/CME Allowance/and more*)



TractManager

How Can We Help You?

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Fully comprehend the compensation structure around reimbursements.

Managed Care Contract Analytics

Gain insights vital to operational business decisions and understand the rules that govern provider relationships, including changes in payer rates, coverage, quality metrics a provider must meet, reimbursement rules, timely filing requirements, and other reimbursement structures that affect your health system's revenue. We assess your organization's payer contracts to identify possible reimbursement challenges, determine variability in risk that each contract poses, and glean data necessary for negotiations with payers.

Don't inherit someone else's bad contracting decisions and risk.

M&A Contract Analytics

When you merge with or acquire a hospital or health system, you are also buying the risk associated with pre-existing contract relationships, including provider agreements. TractManager's M&A Contract Analytics solution lets you identify, extract, and analyze key business and legal terms and obligations. Then you can proactively identify risk and redundancies to make strategic decisions earlier in the diligence period. M&A Contract Analytics also help organizations obtain the most appealing terms and conditions; conduct vendor rationalization, cost-reduction, and contract risk mitigation evaluations; and properly manage your relationships with these providers.

Are vendor payments impacting provider behavior?

CMS Open Payments Insights

The Centers for Medicare and Medicaid Services (CMS) publishes a database of payments between physicians and third parties (e.g., pharmaceutical companies). We provide health systems with data to evaluate compliance risks and to avoid Anti-Kickback Statute, Stark Law, and Physician Payment Sunshine Act violations. Providers who fail to report payments could be civilly penalized up to \$10,000 per payment that is not reported; providers who knowingly fail to submit payment information could receive penalties of up to \$100,000 for each payment.* By surfacing this information through our CMS Open Payments, we help you ensure that your physicians are being compensated appropriately and are complying with federal regulations.

Learn more about adding Provider Analytics to your solution suite at www.tractmanager.com.

*www.cms.gov



TractManager

Smarter Decisions. Smarter Healthcare.

TractManager empowers the unsung heroes who make healthcare organizations run, with insights and technology that lead to smarter decisions. From improved sourcing decisions, to compliant contract lifecycle management, to credentialing and provider management, we help people run their healthcare systems at peak efficiency, with minimal risk. And when that happens, something pretty wonderful happens — patients receive better care.

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