

# McKesson Practice Consulting Solutions

## Benefits

- **Realistic recommendations based on proven methodologies**
- **Consistency and accountability from single point of contact; depth from a handpicked team of experts**
- **Actionable plans delivered regardless of your financial, operational or regulatory challenges**
- **Compliance life-cycle management services featuring plan development, education, auditing and monitoring that mitigate risk**
- **Flexible approach to client engagements, including episodic and recurring projects and management services**

Reimbursements are under constant pressure. Operating costs continue to climb. The challenges of managing a practice are overwhelming. The regulatory landscape is vast and daunting. And the penalties for compliance failure can be severe.

At McKesson, we've built an industry-leading consulting and management organization to help you prosper in today's unforgiving healthcare environment.

Whether the objective is expanding revenue, controlling cost, mitigating compliance risk – or all of the above – McKesson has the people, experience and resources to accomplish the task. Nationwide, McKesson helps more physicians and healthcare organizations meet the many challenges of group practice than anyone else.

From revenue management solutions to contract negotiation, financial management, regulatory compliance, strategic planning, mergers, network formation and more, we can identify and implement industry best practices that match your group's unique situation and requirements.

## Teamwork

The key to our success is a coordinated team approach. McKesson consultants with expertise in your specialty work closely with you to assess your specific organizational challenges and opportunities.

While other experts typically just define objectives, McKesson consultants not only define objectives but also implement solutions — whether for episodic projects or ongoing management. Our consultants have the operational and management experience to get things done correctly. In fact, most of our consultants have advanced degrees and have been in the field for a decade or more.

Throughout your McKesson experience, your initial contact will remain engaged to provide leadership, oversight and a single point of accountability with additional experts to fulfill your unique requirements.

## Expanding Revenues

Over the last 20 years, McKesson has become the nation's premiere provider of revenue management solutions for physicians. We help ensure that groups receive every dollar to which they are entitled. McKesson will assess your financial and operational performance, compare your practice to industry standards, and provide practical solutions for improvement.

McKesson consultants identify and develop strategic plans — which may include expansion and joint ventures. Our consultants implement tactical tools designed to improve revenue. They help address payor compliance, contract negotiation, denial management and improved coding and

## Fast Facts

- Largest repository of provider encounter data enables clients to compare key metrics and establish benchmarks
- Expertise across all specialties
- More than 4,000 employees including 450 coders and compliance consultants
- 100+ clients served annually by our consulting team

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documentation to ensure that your practice leaves nothing on the table.

## Controlling Costs

With McKesson's industry-leading practice consulting solutions, you're able to clearly understand and manage your organization's fixed and variable costs. Productivity and profitability can be measured and tracked by physician, procedure and even by site of service. In addition, McKesson can help develop compensation and benefit packages that fit the requirements of your organization. And we make sure that your accounting controls are effective and that you are getting the best value on your major expense items like malpractice insurance.

## Mitigating Risk

During the 1990s, McKesson developed, and continues to maintain, the highest compliance standards in the medical billing industry. We've assembled the industry's largest team of certified coders. They receive ongoing

training and testing to ensure their skills stay current with the latest regulatory changes.

Whether it's our own corporate compliance program that sets the standards for how we process your claims or the internal compliance structures we help you create for your practice, our compliance agenda meets or exceeds the guidelines established by the Department of Health and Human Services Office of Inspector General. Your practice can stay ahead of complex, ever-changing regulatory requirements and you can enjoy peace of mind about your compliance status.

## Uniquely Qualified

Unlike solutions offered by consulting firms that opt to cover many industries, McKesson Practice Consulting Solutions are grounded in real-world healthcare experience. With the practical insight we've gained through servicing physician practice groups and healthcare entities, we can take you from issue to concept to implementation faster and it will be right the first time.

## For More Information

For more information about our practice consulting solutions, visit [www.per-senowmckesson.com](http://www.per-senowmckesson.com) or call 1-800-789-6409.

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