

RVU Methodology Wins for both Hospital and Radiologists



Volume Generation – Client Success Study

Client Background:

Mid-size radiology group of approximately 20 radiologists

Client Challenges:

- Constant state of friction between the radiology group and the hospital due to economic pressures
- No transparency between the two organizations, making it difficult to manage the relationship
- The radiology group required payment from the hospital for certain subsidies which was a source of some of the friction between the organizations

Client Goals:

- Find a way to collaborate with the hospital, maintain autonomy and generate a profit solely from professional services revenue

MIS Proposed Solution

Discovery:

- Analyzed radiology volumes and revenue data to assess the current situation and compared the data to various “what-if” reimbursement scenarios and billing configurations.

Approach:

- Determined that an RVU based payment system would be developed in which the health system would bill for professional radiology services on behalf of the group and in turn pay the group using an RVU based methodology

Implementation:

- Implemented RVU payment methodology

Results

- The radiology group realized greater revenues as a result of the RVU payment system
- The RVU methodology alleviated economic pressures which improved the relationship between both parties
- Incentivized the radiology group to focus on growing the radiology business as a result of the RVU payment methodology
- The hospital realized additional technical revenues as a result of increased business
- The hospital was able to eliminate all subsidies to the radiology group