



# Medical Billing and MCO Update




# Medical Billing Update

- ▶ SNHC has several contracts with an out-sourced billing company.
- ▶ These contracts total \$386,000
- ▶ The contracts cover billing for all services provided by the District including: clinical services, family planning, sexual health, refugee health, primary health care and Ryan White



# The Pro's and Con's of bringing medical billing in-house

## ➤ Pros:

- Maintaining control of staff and the ability to direct the work that will be done
  - Investing in training of staff and the ability to retain and keep the expertise in house.
  - Maintaining patient confidentiality
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# Pro's and Con's In House

- Cons:

- Support issues: if staff are off then only a limited number of staff to fill in
- Upfront cost of hiring staff and training



# The Pro's and Con's of bringing medical billing out source

- Pro's

- You do not have to hire and manage staff or training

- Con's

- Loss of control of the work being performed.




# Cost Comparison

- Cost of two full time billers \$118,394 +  
benefits = \$168,415
- Cost of the contract  
\$386,000



# What is a MCO?

- ▶ A managed care organization (**MCO**) is a health care provider or group of medical service providers contracted with insurers and self-insured employers to provide a wide variety of managed health care services to enrolled workers through participating panel providers.
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# Update on MCO's at SNHD

- ▶ **Contracts in Process**

- ▶ Cigna

- ▶ Aetna

- ▶ Multi-plan

- ▶ Hometown Health (One Health)

- ▶ United Health Care





# Update on MCO's at SNHD

- ▶ Applications received and returned to carrier for their review
  - ▶ Beechstreet
  - ▶ Nevada Preferred



# Update on MCO's at SNHD

- Contracts received from the Carrier and currently under review at SNHD
  - Teachers Health Trust
  - Silver Summit



# Update on MCO's at SNHD

- Contracts received and credentialing completed
  - Medicare
  - Nevada Medicaid
  - Health Plan of Nevada (HMO and Medicaid)
  - Sierra Health and Life
  - Tricare

Questions:



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