

# Long Term Care (LTC) Savings Success Story

FAIRPAY Solutions offers clients a significant cost containment solution delivering compelling savings on long term care (LTC) bills. FAIRPAY provides substantial, quantifiable cost containment results on the Per Diem rate and all other services and supplies provided by LTC providers.

In reviewing and analyzing the financial aspects of a bill, FAIRPAY's seasoned team of specialists leverage supply and cost databases and our patent-pending pricing algorithms as well as our technology platform to achieve total stay savings for our clients.

FAIRPAY Solutions is proud to partner with clients to secure maximum savings through up-front LTC negotiation including this savings success story.

## LTC Negotiation for National Carrier Lowers Medical Reserves

Recently, a carrier client notified FAIRPAY of a claim in which the injured worker (IW) was shot during a robbery attempt. Fortunately, after the inpatient hospital stay, the IW was discharged and experienced full physical recovery without any wound complications. However, due to the traumatic nature of the injury, the IW was being treated by a psychiatrist on an outpatient basis. During this time, the IW was diagnosed with Post Traumatic Stress Disorder (PTSD) and major depression along with suicidal thoughts. The treating psychiatrist expressed concern that the patient was spiraling out of control and could represent harm to himself. The MD, communicating with the adjuster and field nurse case manager (NCM) on the case, wanted to admit the patient to a 30-day stay at an inpatient treatment center specializing in PTSD on the claim.

Total Billed Charges:	\$40,675
Recommended FAIRPAY Amount:	\$20,980
Total Treatment Savings:	\$19,695

Upon learning of this decision, the carrier referred the case to FAIRPAY for long term care (LTC) negotiation services. FAIRPAY's experienced LTC specialists worked directly with the facility, adjuster and NCM to understand the treatment plan and prescription. The LTC specialist then engaged the facility in a dialogue focused on adequate reimbursement for the plan at hand. During this time, FAIRPAY maintained direct communication with the stakeholders (adjuster and NCM), and worked through the NCM to obtain additional medical information needed. Meanwhile, the NCM maintained the relationship with the MD and the patient. When the appropriate treatment reimbursement was agreed upon by the facility, along with the admission date, FAIRPAY secured the requisite documentation and distributed copies to the adjuster and NCM. Ultimately the 30-day stay was extended to 51 days and FAIRPAY was able to save the carrier \$19,695 over the course of the entire treatment stay. Absent FAIRPAY's involvement, the carrier would have paid \$40,675, but instead only paid \$20,980, significantly lowering their medical reserves.

## Finding the Fair Cost of Healthcare®

FAIRPAY Solutions is the industry-leading provider of specialty bill review services for workers' compensation and auto/liability payers. FAIRPAY offers in-depth review of seven bill types in more than 40 states and is proud to be the specialty bill review partner of choice for nearly 1,000 clients.

Contact FAIRPAY today and let us help you find the fair cost of healthcare.®

**FAIRPAY**  
solutions

*Finding the fair cost of healthcare®*

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