



# SHIPWRIGHT HEALTHCARE GROUP LLC

Shipwright Healthcare Group provides expertise centered on promoting and enhancing reimbursement in the commercial payer sector for established and emergent healthcare providers.

Shipwright partners to help define all things impacting your payer interests, working to develop near and longer-term reimbursement strategies.

Shipwright Healthcare Group provides support via a menu of services, for clients that either lack the resources, personnel or simply desire a renewed perspective of their existing portfolio, to fully focus on maximizing reimbursement for services rendered.

Leveraging collective decades of experience with both Fortune 500 and privately held companies, Shipwright Healthcare Group recommends varying in and out of network strategies, and evaluates growth opportunities and potential alliances.

## SERVICE OFFERINGS

### MARKET INTELLIGENCE:

Current trends and payer activities in the US, including reimbursement advice and competitive intelligence

Value Proposition Development

Economic modeling, Coding guidance and Product summaries

Support in establishing and developing a road map to a positive coverage decisions

Introduction of new technology to the managed care marketplace

Collaborate with organizations outside traditional payer channels

Develop and maintain relationships with Laboratory Benefit Managers, BCBS Association and Accountable Care Organizations

### HEALTHCARE MARKET PLACE:

Payer relationships (development, management and implementation)

Payer strategy and market positioning

Billing protocol and assessment in effort to promote your portfolio of services

Payer opportunity analysis, including out of network analysis, management and strategy

Price effectiveness within specific payer product lines

Merger and Acquisition evaluation

Other functions or responsibilities as mutually agreed upon