

Inspira Health Network transforms physician contracting by leveraging technology

VP of Compliance Joe Piccolo needed to simplify and standardize physician contracting at Inspira Health, a four-hospital system in New Jersey. He knew they were paying too much money for unnecessary FMV opinions, and he wasn't impressed by the quality or the sample sizes of the market surveys he had seen, particularly for ED call and administrative services.

Fortunately, Joe had a **vision** for his organization's physician contracting process.

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Joe found a comprehensive solution to improve Inspira's physician contracting process that leverages technology to create a more efficient, compliant policy:

- His team can instantly search 1,500+ physician benchmarks to support compliant, informed negotiations and rate documentation
- With the help of MD Ranger, his team cut costs and reduced the need for individual FMV opinions
- Joe saves his team time (and gets to play the hero!) by using a solution that has transformed their physician contracting policy into a streamlined process that works



"Working with MD Ranger has allowed Inspira to standardize and streamline our physician contracting process. Not only do we have access to the best available market data, but the customer support in understanding how to best use the benchmarks has been outstanding. Working with MD Ranger makes my job easier and gives our leadership team peace of mind."

– **Joe Piccolo** Vice President of Corporate Compliance, Inspira Health, New Jersey