



Professional managers and staff need comprehensive, current information in order to be successful and stay ahead of the curve. The key to differentiating your organization from the rest is a knowledgeable staff that can balance the critical issues of access, cost and outcomes.

Gordian Health Management's educational services are designed to meet the needs of health care executives, physicians, educators and clinicians who work in the managed care field. We provide nationally recognized speakers who are comfortable in a business and academic setting.

Course offerings include:

- Reimbursement trends and issues
- Fundamentals of risk contracting
- Financial accountability
- Population management
- Legal ramifications of UM licensure

The Challenge:

The executive team of a large hospital wanted to reduce costs by decreasing unnecessary denials for outpatient procedures and inpatient stays. Part of the plan involved providing information to the physicians and staff about health plan criteria and how denials were issued.

The Solution:

Gordian Health Management was contacted to provide classes for hospital personnel and admitting physicians. These classes included national criteria for case determination, managed care basics for decision-making, and the financial impact of unnecessary denials for services rendered.

The Benefits:

Following the implementation of the entire plan, rates of unnecessary denials decreased dramatically and physician support for administrative initiative at the hospital improved significantly. The result was decreased facility cost and improved revenues.

While education is not solely responsible for the improvement, a knowledgeable medical staff is essential in supporting administrative initiatives.

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Health Management Group
We make managed care simple!

<http://www.gordianhealth.com/>