

## MANAGED CARE

# Rapid Response Service

Harpeth Consulting is redefining consulting by providing a no strings attached, rapid response service where we will field your managed care inquiries and dedicate one hour of research by Managed Care Analysts followed by a one hour conference call with one of the partners or managers of our Managed Care Practice. This allows you to get expert answers for your Managed Care questions without having to go through the longer process usually associated with a larger consulting engagement.

### HOW IT WORKS

#### STEP 1

Go to the Harpeth Consulting website and complete the **Rapid Response Form**.

After submitting the form, an automatic email will be sent to you with a short contract outlining the terms and conditions of the Service as well as a confidentiality/nondisclosure agreement.

#### STEP 2

Review and sign the contract. Fax it back to the designated fax number.

#### STEP 3

A Managed Care Analyst will dedicate up to one hour of research to answer your question. They will also setup a time to discuss their findings with you.

#### STEP 4

A partner or manager from our Managed Care Practice will spend up to one hour on the phone with you discussing the findings of our analysis and any additional questions that you may have related to your inquiry.



## WHY HARPETH CONSULTING?

### **Deep Industry Experience:**

We negotiate on behalf of large and small healthcare provider organizations ranging from multi-state hospital systems and national ancillary healthcare provider organizations to community hospitals and physician group practices.

### **Key Information Resources:**

We have access to up-to-date area average reimbursement rates which can be leveraged during contract negotiations.

### **Strategic Relationships:**

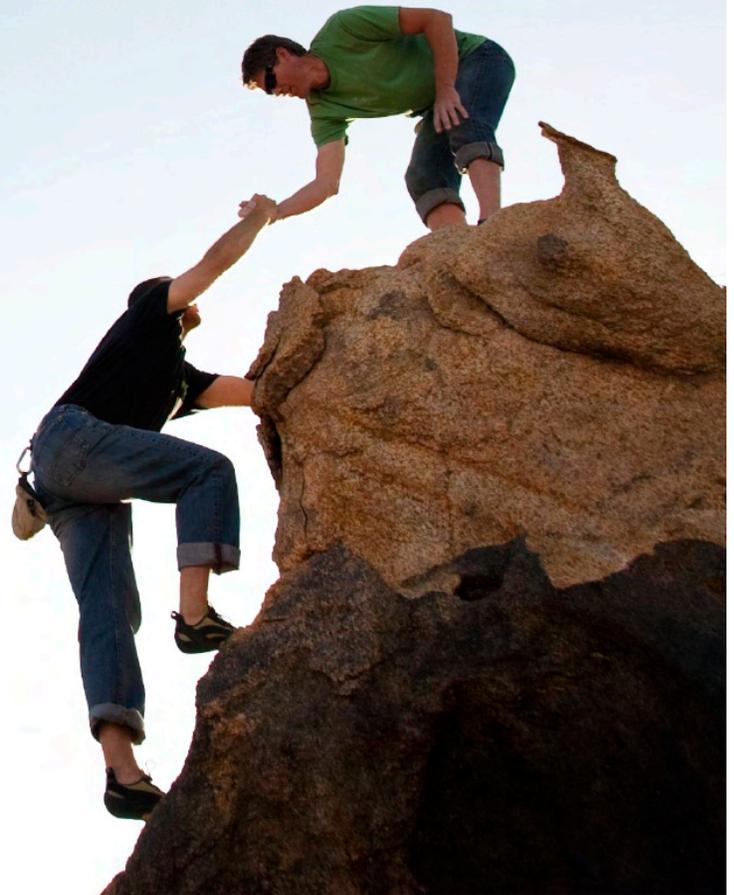
We have working relationship with payors at the national, regional and state level.

### **Reduced Administrative Burden:**

We help reduce the overhead associated with recruiting and managing personnel, performing contracting activities, developing/acquiring/maintaining technology, maintaining a physical plant and other general overhead (e.g. indirect costs).

### **Flexibility:**

We can be the short-term or long-term solution and the relationship lasts as long as the term of the contract.



## ABOUT HARPETH CONSULTING

Harpeth Consulting was formed by a group of senior executives, consultants, and healthcare industry veterans who recognized the need to develop a firm that specializes exclusively on the healthcare industry, especially in a healthcare rich geography such as Nashville, TN. Having worked together previously, they were able to assemble a team with great synergy, significant experience and subject-matter expertise. Now, just a few years later, Harpeth Consulting has grown by leaps and bounds, and stands ready to move into its next phase of growth by continuing to provide value to clients.

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