

PRECONFERENCE

WORKSHOP

WEDNESDAY, MAY 20

12:00PM-3:30PM

Pacific Northwest
Medical Management Conference



MAY 20-22
2026



HILTON VANCOUVER WASHINGTON
301 W 6th St, Vancouver, WA 98660

www.pnwhealthcareleadersconf.com

Establishing a Payer Contract Monitoring and Evaluation Process

Payer contracts are a major driver of practice revenue, yet many organizations negotiate without clear insight into how payer rates compare or how contract changes will affect revenue.

In this preconference session, participants will learn how to use practical Excel-based tools to analyze payer reimbursement, RVU production, and payer mix. You'll learn how to compare payer rates, model contract scenarios, and evaluate the financial impact of proposed changes.

Walk away with a repeatable process and templates to support data-driven negotiations, avoid costly surprises, and better manage payer contract performance.

Why Attend

- **Save hours of time:** Prepare contract data for analysis by using built-in Excel tools to look up payer rates from multiple spreadsheets.
- **Build practical Excel tools:** Create simple spreadsheets to analyze reimbursement, RVUs, and contract performance.
- **Understand your payer mix:** Identify which payers, CPT codes, and services drive the greatest revenue in your practice.
- **Avoid costly surprises:** Learn how unmodeled payer counter-proposals can impact revenue and how to quantify their true financial effect before agreeing to new terms.
- **Strengthen negotiation strategy:** Enter payer contract discussions with data-backed projections rather than percentage assumptions.
- **Monitor performance over time:** Establish a repeatable process to track reimbursement accuracy and evaluate whether contracts perform as expected



Nate Moore- CPA, MBA, FACMPE

Nate Moore, CPA, MBA, FACMPE speaks, consults, records, and writes about business intelligence in medical practices throughout the country. Nate's two books are MGMA best sellers. Nate's weekly BIG Ideas from the Business Intelligence Guy podcast has plenty of ideas to your practice better. His consulting focuses on using SQL Server to mine and leverage medical practice data into actionable knowledge.

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to your conference registration
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OR

**Register for a one-day, May 20
pass which includes this
preconference workshop plus all
activities listed on the conference
agenda for May 20 for \$235!**

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