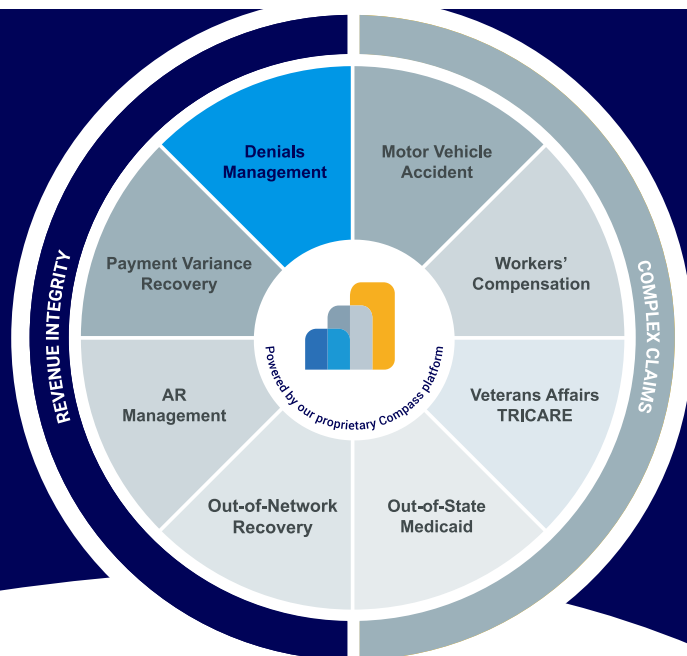




CASE STUDY

Denials Management

\$103M+ in Total Recoveries—Comprehensive Clinical/Legal Approach Transforms Medical-Necessity Appeals



\$55M+

recovered from medical-necessity denials with clinical review team + attorneys

\$42M+

recovered from medical-necessity denials disguised as authorization denials

50%+

success rate for readmission denials and \$6M+ recovered

RESULT

Exceptional Medical-Necessity Recovery:

- Recovered \$55M+ from medical-necessity denials using Aspirion's clinical review team and dedicated legal expertise

Hidden Revenue Discovery:

- Uncovered \$42M+ in recoveries for medical-necessity denials disguised as authorization-related denials

Readmission Recovery Success:

- Achieved \$6M+ in readmission denial recoveries with over 50% success rate

CHALLENGE

Complex Medical-Necessity Landscape:

- Inpatient medical-necessity denials represented over 90% of all medical necessity denials with average 4-day length of stay

Level of Care Disputes:

- High volume of inpatient level of care denials for 2-4 day stays, where payers demanded observation-level billing instead

Escalating Readmission Pressure:

- Readmission denials skyrocketed over 500% from 2022 to 2024, creating unprecedented revenue risk

SOLUTION

Aspirion deployed a multi-pronged strategy combining clinical expertise with legal precision:

Strategic Case Assessment:

- Identified weak cases for potential inpatient-to-observation claim corrections using CMS and payer guidelines while ensuring timely filing

Clinical-Legal Integration:

- Leveraged Aspirion nurse review team to strengthen attorney-filed appeals with clinical documentation

Regulatory Expertise:

- Applied state-specific statutes in appeals process when carriers denied authorized inpatient services for medical necessity

“

Aspirion is timely. They have great customer service, and they are staffed well with competent people. Aspirion has online attorneys too, so that makes the processing of claims go a lot faster. Also, the firm is very patient friendly and hospital friendly.”

VP/Other Executive
Aspirion Denials Management Client

About The Provider

- Leading not-for-profit community health system serving the Midwest
- Encompasses 200+ care locations across primary, urgent, pediatric, cancer and specialty services, plus 14 hospitals
- National leader in patient experience



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