



Mitchell Out of Network Solutions Square One SolutionsSM

Frequently Asked Questions

SAVING TIME, MAXIMIZING SAVINGS

Square One Solutions, a service offering from Mitchell Out of Network Solutions, offers a prospective or concurrent negotiation solution for securing savings on any pre-approved inpatient facility stay, such as surgical procedures, inpatient rehabilitation, long-term care or any extended care stay.

What is a prospective negotiation?

A prospective negotiation is a negotiation that takes place prior to the service being rendered or performed.

What is a concurrent negotiation?

A concurrent negotiation is a negotiation that takes place while the patient is in the facility and there is no agreement in place for the payment rate.

What is specifically included in the negotiation?

Any item or service directly billed for by the facility is included in the negotiated rate. If anything is specifically carved out of the negotiated rate, those item(s)/service(s) will be individually addressed in the agreement so clients are aware of what items are covered by the agreement.

Can I use Square One Solutions without specialty bill review or retrospective negotiation?

Yes. Clients may use Square One Solutions as a standalone service or in conjunction with other services available through Mitchell Out of Network Solutions.

Do the services have to be pre-certified or pre-approved?

The services do not necessarily have to be pre-certified, but they do have to be compensable.

Does the facility have to be out-of-network?

Yes, however, if you have an in-network referral, please discuss that specific referral with your designated Account Manager.



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Can you negotiate the physician portion as well?

Yes. We offer this service, and it is available in all jurisdictions.

What if I choose not to use the negotiated rate?

The Mitchell Out of Network agreements are not binding on the payer until the payment per the negotiation is issued. While the agreements contain this provision, it is strongly recommended that this provision only be used in extenuating circumstances. If the payer does not intend to pay a bill per the Mitchell Out of Network negotiation, please advise your designated Account Manager.

What if the patient is not in the facility for the entire period covered by the negotiated agreement?

Regardless of the timeframe outlined in the agreement, the payer is only responsible to pay for services rendered. If the patient is discharged early or is not admitted to the facility for any reason, the payer is not responsible to pay the negotiated rate for any date(s) the patient is not in the facility.

What if the patient's condition changes while in the facility?

Square One Solutions will renegotiate the agreement with the facility if the patient's treatment plan changes in a way which impacts the provider's billing. Such situations would include stepped down therapy or a decrease in the level of services required by the patient's condition. If a negotiated agreement covers multiple billing cycles, Square One Solutions reviews each bill to ensure the billing is in line with the agreed upon treatment plan.

To learn more about Mitchell **Out of Network Solutions Square One SolutionsSM**:

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For price inquiry, please contact your Mitchell Account Manager or Sales Executive.

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