



### THE STATUS QUO...

- Simple (blind) negotiation, likely paying far more than you should
- Usually framed in terms of a “discount” from full billed charges (as if FBC is the amount owed – **it isn’t!**)
- Often willing to resolve at “best discount you can” (20% or 30% off, is common)

## REASONABLENESS REPORTS...

- Reports calculate the “cost of care” from the hospital’s own self-reported data and coded hospital bill
- Dictate the “reasonable value” (RV) – supported by verifiable hospital data
- Negotiate up from RV (not down from FBC)

**(“Invert the Argument”)**

## Consider this Case Study:

- Full Billed Charges (FBC) = \$95,457.12
  - 20% discount = \$76,365.70  
(cost plus **641%** profit!)
  - 30% discount = \$66,819.98  
(cost plus **418%** profit!)
  - 40% discount = \$57,274.27  
(cost plus **344%** profit!)

### Consider the same Case Study:

- Full Billed Charges (FBC) = \$95,457.12
- “Reasonable Value” approx. \$20,000
  - 25% above RV = \$25,000  
(a **74%** discount from FBC!)
  - 50% above RV = \$30,000  
(a **69%** discount from FBC!)
  - 100% above RV = \$40,000  
(a **58%** discount from FBC!)

## Consider the same Case Study...

- Full Billed Charges (FBC) = \$95,457.12
- Hospital offers to accept a 30% discount, before Report is purchased (\$66,819.98)
- Report results in hospital accepting 50% above RV (\$30,000)
- Synergy Fee is \$3,682 (10% of \$36,819.98 addt'l savings)
- **NET savings to client is \$33,137.98!**

## “ONE OFF” vs “PACKAGED”

---

Reports available as “one offs” on problem liens/cases – OR - under a comprehensive package pricing agreement.

- “One Off” Reports
  - 10% of ADDITIONAL savings
  - Often submitted after pre-negotiation, as needed
  - **Still negotiate “blind” on most liens**
- “Package Pricing” on Reports
  - 5% of ALL savings (from FBC)
  - ALL liens submitted upon receipt
  - **ALWAYS armed with invaluable data & analysis**

## ZERO risk to Package Pricing!!

---

- Minimum \$500 advance fee is waived
- 5% of savings fee is deferred until lien release
- No fee if lien is not released at a savings
- Fee “capped” at 15% of Plaintiff’s net

Arming your staff with the data and analysis needed to more effectively reduce hospital liens is essentially FREE – and always results in a net savings, by design.



- Using a Reasonableness Report, clients always see a NET pre-suit savings, or there's fee (and advance fees are returned).
- Fees are passed along to clients as agreed costs; Lawyers pay nothing for this valuable service.
- **PLEASE call or email me with any questions you might have, anytime!**

[michaelw@synergysettlements.com](mailto:michaelw@synergysettlements.com)

# SYNERGY

## SETTLEMENT SERVICES

*Learn More Today*

**Call us at (877) 242-0022**

**Michael D. Walrath, Esq.**

*Director of Hospital & Provider Lien Resolution Services*

(786) 332-6856 (direct)

(786) 497-3448 (fax)

or visit [synergysettlements.com](http://synergysettlements.com)

ASSET MANAGEMENT SERVICES FOR INJURY VICTIMS ■ ATTORNEY FEE DEFERRAL ■ HEALTHCARE LIEN RESOLUTION SERVICES  
MEDICARE SET ASIDES ■ POOLED SPECIAL NEEDS TRUST SERVICES ■ SETTLEMENT PLANNING & CONSULTING