

## STRATEGIC CHECKLIST

# Terms for Payor EMR Access



Can health systems drive value by providing payors with direct access to their electronic medical record? It's all about the implementation. The key to a mutually beneficial agreement lies in controlled access, streamlined processes and an equitable division of related cost savings.

### Build in these protective terms before granting payors access to your EMR.

Eliminate request for information (RFI) denials (itemized bills + medical records)

- Deactivate associated RFI denial CAS codes
- Maintain payment windows within prompt pay guidelines, thereby eliminating RFI delay tactics

Move to real-time prior authorizations

- Develop a reasonable threshold for real-time electronic prior authorization responses\*
- Guarantee payment with electronic authorization approvals

Share savings from efficiency gains

- Share payor cost savings as a result of reduced medical record requests + expenses



#### \*Example:

80% of all scheduled elective procedures will be subject to real-time electronic prior authorization responses

**Your EMR data is one of your most valuable assets. Don't give it away for free.**

For help negotiating a favorable payor contract, talk to our experts: [EnsembleHP.com/contact](https://ensemblehp.com/contact)

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