MDRANGER

Streamline the FMV process and reduce FMV opinions by 80% or more with MD Ranger

When Mary Rotunno joined El Camino Health in 2014, the organization relied heavily on costly and time-consuming FMV opinions. At the time, the organization had around 350 contracts; a typical year meant that 50 or so FMV opinions were purchased from consulting or valuation firms. With the average cost of an FMV opinion running between $6-8,000, ECH was spending hundreds of thousands of dollars outsourcing FMV determination and documentation.

That wasn't Mary's only challenge. The FMV process was difficult to manage because it lacked consistency and access to information to help make decisions.

The limited scope of benchmarks and sample size of market surveys prohibited Mary and her team from leveraging market data in the way they needed.

What ECH was looking for was a comprehensive solution to the FMV process that would save money and time. They needed high-quality market data to enable consistent contracting decisions across the organization. Access to automated documentation would help them eliminate the need for so many FMV opinions

Using MD Ranger to determine and document FMV for physician payments saved ECH more than $200,000 per year on consulting fees. Furthermore, they use MD Ranger to monitor physician contract compliance and keep the board and management informed.

El Camino Health

"Using MD Ranger helped our organization dramatically reduce the number of FMV opinions we were purchasing from consultants. Before MD Ranger, we needed around 50 per year; after implementing MD Ranger we need fewer than 10. An MD Ranger subscription has saved ECH both time and money.

– Mary Rotunno, General Counsel, EL Camino Health, in Mountain View, CA