

DURABLE MEDICAL EQUIPMENT · MULTI-SITE · CAROL STREAM, ILLINOIS

Integrated Respiratory Solutions Opens Missouri Network Access for 659,369 Covered Lives

About the Client

Integrated Respiratory Solutions is a durable medical equipment provider based in Carol Stream, Illinois, with additional locations in Westmont, Illinois and Eureka, Missouri. The company focuses on pediatric respiratory services, which require specialized equipment, clinical expertise, and ongoing respiratory management that general DME providers are not equipped to deliver, and on specialized adult respiratory services for patients with ALS and end-of-life needs.

Client Need

The provider had no contract with the region's largest commercial payor and was losing revenue to a lack of patient access in Missouri.

- Network access in Missouri, a new agreement from a baseline of no contract
- Revenue loss while patients in the region remained out of reach
- DME networks frequently closed to new providers, requiring the specialty case to be made directly

PayrHealth's Solution

PayrHealth handled payor contracting and supporting analytics, working the request through to approval:

Specialty value proposition. Built a detailed summary of the provider's specialized services and a written value proposition statement for payors.

Reconsideration requests. Submitted requests for reconsideration on initial denials, restating the clinical case for network need.

Payor escalation. Asked payors to escalate the request to leadership for further evaluation where standard review closed the door.

ADDITIONAL OUTCOMES

Service area expanded for the existing practice into the Missouri market

Better access to specialized respiratory care for the patient population

A foundation for growth through expanded commercial coverage in Missouri

SERVICES

Payor Contracting

Analytics support

Reconsideration and appeals

PAYOR MIX

One major regional commercial payor

MARKET

Missouri, plus Illinois, Indiana, and Wisconsin

RESULTS

659,369

covered lives reached through the new Missouri agreement

KEY TAKEAWAY

A DME provider facing closed networks secured a new Missouri commercial agreement by documenting its respiratory specialization, reaching 659,369 covered lives in a region where it previously had none.