

Ways Arbitration Maximizes NSA Claim Recovery

1. Why Arbitration Changes the Incentives

Negotiation gives payers room to hold their position. Arbitration removes that advantage, each side submits an offer and the arbitrator chooses one, making weak payment positions far harder to sustain on inertia alone.



2. What Strong Arbitration Candidates Usually Share

Strong candidates have a clear payment gap, documentation that supports complexity and coding, and a payer pattern showing negotiation won't produce real correction. Identifying these claims early improves overall recovery rates.

3. Why Formal Review Often Produces Better Recovery

Arbitration gives strong documentation a direct path to influence the outcome. The arbitrator reviews clinical context, coding support, payment logic, and documentation consistency, rewarding well-prepared claims in ways that payers ignoring strong evidence during negotiation never will.

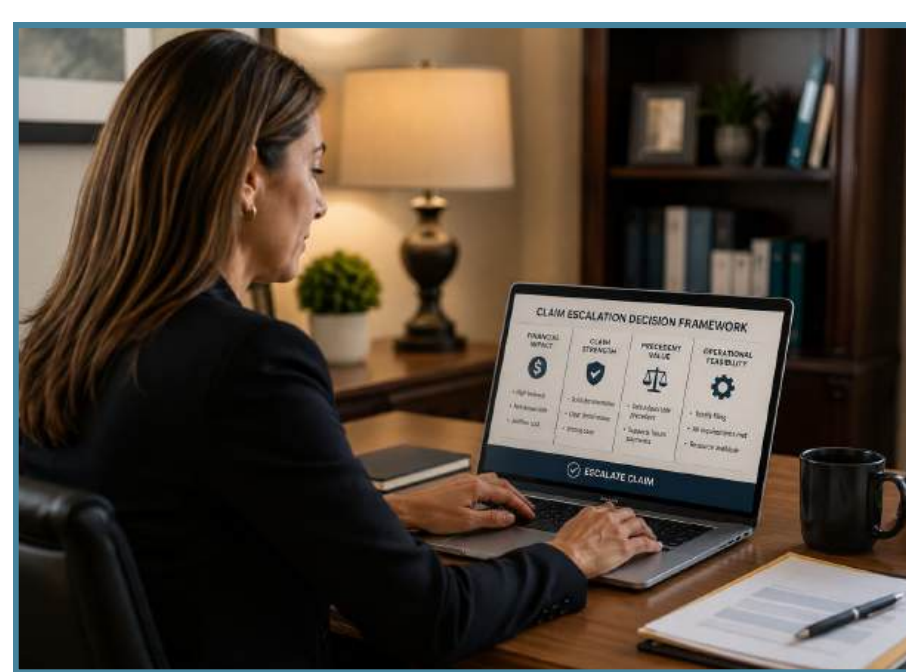
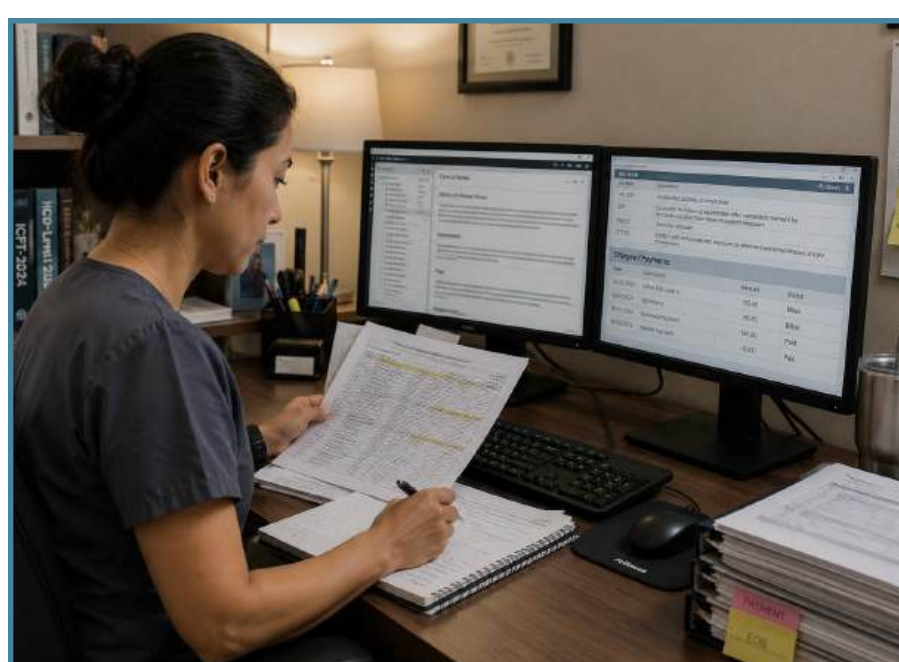


4. Why Delayed Escalation Can Cost You

Staying in negotiation too long drains staff time, reduces momentum, and narrows the preparation window if the claim eventually moves to arbitration. Recognizing when a payer won't meaningfully adjust and escalating at that point protects both revenue and staff capacity.

5. Documentation Still Determines the Outcome

Clinical notes must support the coding, coding must support the payment logic, and payment logic must reflect the complexity of the care delivered. When those elements align, the arbitrator can follow your position quickly and confidently.



6. How to Decide Between Negotiation and Arbitration

Three questions drive the decision: Is the claim worth pursuing? Does documentation support a strong position? Has the payer shown negotiation will produce a fair correction? When the first two are yes and the third is no, arbitration almost always offers a better return.

7. How This Impacts Long-Term Revenue

When payers see low offers consistently face formal review, their assumptions change. Teams that treat arbitration as an active revenue tool develop stronger claim selection, faster escalation, and steadier recovery across the entire revenue cycle.



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