

## Network Coverage with a Different Perspective

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## Proactive Cost Containment: The Right Worker's Comp Providers Make a Difference

**In the comp world discounts are important but using the right providers is essential to cost containment.**

A good workers' compensation network has to meet many criteria that sometimes compete with the main goals of quality care and cost containment. As a network attempts to be more inclusive to ensure all bills are discounted, the provider pool expands. Not all of those providers are well versed in managing comp claims. An Employer or Payor must work proactively with its network to ensure the best possible savings. Simply running your bills against a network discount after the fact is a reactive approach to comp cost containment

and leaves a lot of savings on the table. Taking a proactive approach and spending some time in partnership with your network can help capture even more savings.

When an Employer proactively works with their workers' comp network it can streamline the employee's care while also ensuring the best possible provider with the best discount is being utilized. If you access the NovaWorx network for your comp needs we are ready to assist you in taking a more proactive approach.

NovaWorx can work with employers to build a panel of physicians that meets your needs and state requirements. It is important

to identify the quality providers in your area that have the experience and ability to manage a patient's care to get them back to work as soon as possible. In addition, NovaWorx can help you identify providers in the area that specialize in comp care and provide case management as part of their service. NovaWorx can also direct an employer to transportation and translation services which are necessary to insure some patients can adhere to their treatment plans.

NovaWorx would like to invite you to experience the complete value of your comp network. To get started contact John Folks at 1-800-513-7177 ext. 285

### Did You Know?

NovaWorx is only one of NovaNet's products. You can also access superior discounts with NovaNet's Group Health, Dental, Travel Wrap and Imaging networks.



## Provider Spotlight BrightStar

**NovaWorx has partnered with BrightStar to provide workers' compensation clients an efficient home care and therapy service .**

NovaWorx is very excited to add BrightStar to their preferred provider list for worker's compensation services. BrightStar has over 190 homecare agencies nationwide that can provide the full continuum of care, from companionship to skilled nursing and therapies. Novanet's contract with BrightStar includes Florida, Georgia, Alabama, Tennessee and the Carolinas.

BrightStar prides themselves on their flexibility and capacity to adjust to the ever-changing needs of their patients. Their range of services includes medical and non-medical care, so they can accommodate any level of care needed, whenever the need arises. They can do this because they never utilize an answering service! A live person is available to you at any time of the day or night to open your cases, or discuss existing cases – they can provide communication on patient status and needs directly to the worker's comp case manager. They also perform the following functions:

- Coordinate appointments and accompany patients as needed
- Provide follow up after these appointments so case managers don't need to always be available
- Arrange for supplies in the home and ancillary services, easing the case manager's load
- Address all needs of the client, from nutrition to psychological and social aspects, to activities of daily living, to environmental and lifestyle issues
- Knowledgeable in the use of durable medical equipment and provide assistance in their use.
- Correlate all information from the case manager, creating a solid plan of care for the patient to include all needs and services
- Provide thorough documentation which is submitted to and maintained at BrightStar for future reference
- Mobilize quickly, starting a case and being able to provide services with short notice
- Serve everyone – from pediatric, to teens, adults and elderly patients

Novanet encourages you to contact BrightStar whenever you need them. They can be reached night or day, weekdays or weekends at 1-866-618-7827 to discuss your next case with your local owner and Director of Nursing from the location nearest you!



## NovaNet offers Discounted Access to Interlink Health Services

INTERLINK Health Services, Inc. is one of the nation's leading outcome based transplant networks, and also offers Cancer Care and Children's Heart Care Networks. By reviewing performance indicators of transplant centers from all over the country, INTERLINK identifies benefits from receiving transplants at medical centers with proven experience and outcomes. Clients access INTERLINK's network to increase their opportunity to experience a significant cost savings through improved transplant outcomes.

INTERLINK has a consistent record of producing savings on solid organ and bone marrow transplant care. INTERLINK addresses not only in-network care, but has the most industry experience in negotiating the tough out-of-network transplants as well.

INTERLINK seeks to improve transplant quality for its membership through a regimental outcome review process. As a result of this process, members will be offered access to some of the finest surgical teams in the nation.

### Frequently Asked Questions:

#### 1. How is NovaWorx affiliated with NovaNet?

NovaWorx is NovaNet's workers' compensation network. NovaNet created NovaWorx as a separate network apart from its Group Health network at the request of workers' compensation industry clients who were dissatisfied with the quality and credibility of their current network solutions.

#### 2. Are all of NovaWorx's discounts based off of the state fee schedule?

Yes, all of NovaWorx's direct contracted discounts are based off of their respective state fee schedules. In addition, all of NovaWorx's contracts have state specific language as it relates to that states workers compensation law.

#### 3. Will NovaWorx recruit providers that our company would like to work with but are not currently in the network?

Yes, NovaWorx understands that each client has unique needs. The provider nomination process is simple to use and NovaWorx welcomes the opportunity to serve those unique needs.

#### 4. What other services does NovaNet offer?

NovaNet offers Group Health, Workers' Compensation, Dental, Travel Wrap and Imaging networks. In addition, NovaNet can assist with repricing and connecting with one of NovaNet's bill review partners.

#### 5. Can our company get nationwide access with one contract?

Yes, NovaNet has an extensive national network comprised of direct contracts and affiliate relationships with the best local networks. Clients can sign an agreement with NovaNet and get national coverage for all services or just one.



**We're On The Web!**  
**[www.novanetppo.com](http://www.novanetppo.com)**

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