

## NEGOTIATIONS & RESOLUTION UNIT

### SERVICES

- Lien negotiations
- Out-of-network & complex bill review negotiations
- Hearing representative services
- Expert bill review witnesses

### BENEFITS

- Lower defense costs on your files
- Reduced spending on medical files
- Increased cost savings due to more aggressive settlements
- Ability to perform bulk settlements with lien claimants
- Faster file closure and files remain closed
- Fully customizable solutions tailored to your needs
- Flexible claim referral processes
- Fraud and abuse detection and tracking services
- Realize your savings goals and impact your bottom line

### GETTING THE JOB DONE

- Technology driven
- Detailed lien tracking and savings reports
- Aggressive representation
- Results oriented
- Competitive pricing with unrivaled results

### ABOUT MARQUEE

Marquee Managed Care Solutions, a managed care company, provides clients a holistic, integrated approach to solving the intricate managed care needs in the California workers' compensation market. Our service solutions are customizable as well as results driven in order to achieve optimal cost saving outcomes.

### DISTINGUISHING FACTORS

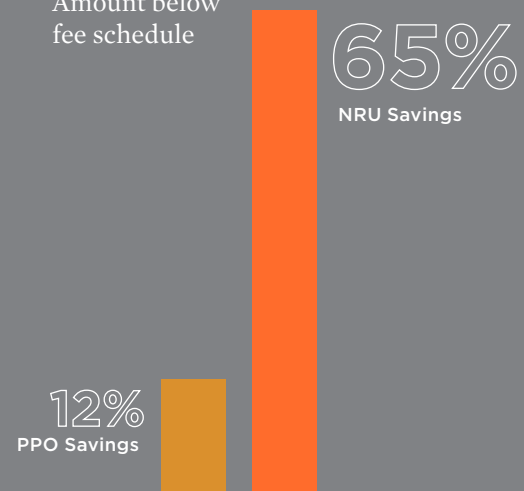
With more than 90 years of combined industry experience, the Negotiations & Resolution Unit has vast and varied knowledge that lends to a versatile, comprehensive approach and unrivaled strategies for tough lien resolution. Our industry-wide recognition and relationships facilitate the best settlements for our clients.

We have a proven track record showing greater medical cost savings and lower defense costs on NRU files. Fees for negotiation services are based on results achieved, which ensures our clients receive maximum savings.



### PPO vs. NRU

Amount below fee schedule





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### LIEN NEGOTIATIONS

Averaging savings in excess of 65% below fee schedule, our expert team of designated negotiators maximizes its efforts via telephonic services for more immediate results. Each negotiator has a solid reputation within the industry that drives further success and achieves more equitable settlements. Our fees are outcome based, which result in a greater incentive for overall program savings.

### OUT-OF-NETWORK NEGOTIATIONS & CUSTOM BILL REVIEW NEGOTIATIONS

This service was specifically designed to assist clients when medical services are obtained outside of a customized savings network. Our experts focus on minimizing the high dollar out-of-network hospital bills, rehabilitation admissions (pre-admission or post-discharge) and reducing allowances on fee schedule exclusions such as dental, transportation and interpreting bills. Our negotiation services are not limited to the above as we are always working to assist our clients in achieving the most optimal savings possible in order to reduce potential loss costs.

### HEARING REPRESENTATIVE SERVICES

With more than 90 years of combined industry expertise and knowledge, our team of experts specializes in lien hearings/trials, walk-through settlements and provides thorough cost benefit analysis (ROI) of litigation vs. settlement to provide maximum savings. NRU hearing representative services, combined with our competitive and flexible program pricing options, allow for immediate and significant savings results unmatched by traditional claims adjusters or law firms.

### EXPERT BILL REVIEW WITNESSES

NRU provides experienced and knowledgeable expert witnesses who will demonstrate creative defense strategies proven to be successful. Our expert witnesses assist clients in coordinating tactics with defense counsel in order to achieve desired results. NRU expert bill review witnesses are available at competitive rates.

#### FLEXIBLE PRICING OPTIONS AVAILABLE

Marquee Managed Care Solutions offers customizable pricing options for bill and lien negotiation services.

Marquee also offers competitive hourly rates for representation at Workers' Compensation Appeals Board appearances and expert witness fees.

#### CONTACT US

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