





## The Crowe Paradis Difference

The insurance industry is seeking something different—simple, expeditious, and customized services that provide a unique response to the Medicare Secondary Payer compliance challenge. Crowe Paradis offers a creative and comprehensive program that exceeds industry standards. In fact, we minimize our clients' actual allocation costs by tens of thousands of dollars—sometimes by more than \$100,000 in a single file.

# Capitalize on the most important aspect of quality performance

How do you evaluate your compliance with the Medicare Secondary Payer statute?

Are your organization's metrics limited to turnaround time and cost of services?

If so, your organization may be missing the most important aspect of quality performance—the cost of the actual Medicare Set Aside allocation.

At Crowe Paradis, we have not only designed a program that exceeds the traditional industry standards for speed and price, we have also crafted an advocate's approach that minimizes our clients' actual allocation costs.

How? With a simple concept that is complex in its execution. As we detail on the pages within, we take the entire allocation process off the adjuster's desk and deliver the highest quality MSAs in the business.

By the way, please ask us about our guarantee program. We "guarantee" that our approach—maintaining incentives to keep the allocation low—is the best answer at the right price.

Combining exceptional results with lean pricing, wide-ranging services, and a true commitment to our clients, it is obvious why we are continually provoking the question:

"How do you evaluate your compliance with the Medicare Secondary Payer statute?"

Give us an opportunity to work with you. We just might redefine your standards.



# Crowe Paradis' comprehensive approach

Our comprehensive approach weaves the expertise of a lawyer and a utilization review nurse into every MSA allocation. Astonishingly, we stand alone in the industry in the belief that true advocacy demands this collaboration on every MSA. This approach drives successful negotiation with CMS. By providing the certitude of an opinion signed by a lawyer and an allocation signed by a nurse, we provide our clients with a roadmap to resolution.

We not only stand by our numbers, we also stand by our reasoning.

We strive to minimize your workload and maximize your cost savings. From the ease of intake, to the breadth of assistance, to the finality of submission—we take the entire MSA process off your desk. And because time jeopardizes settlements, we deliver our MSA to you in 14 calendar days.

Our industry-leading process for industry-standard pricing means the Crowe Paradis Difference not only saves our clients thousands of dollars in the MSA itself, but also provides those savings at a competitive price.

## Our services

Insurance carriers, third-party administrators, self-insureds, and attorneys use our services nationwide for workers' compensation claims, liability claims, Longshore claims, and railroad claims.

- Medicare Set-Aside Allocations (MSAs)
- Conditional Payment / Lien Reduction Services
- Reallocations
- Liability Case Consultations
- Legal Opinion Letters
- Custodial Account Services
- Structured Settlements
- Protocol Design
- Training

Consider these successful (and typical) Crowe Paradis case studies:

Another national vendor recommended an MSA of \$125,000



Settlement "blew up"



Crowe Paradis advocates for a "Zero Allocation"



Approval from CMS for \$0.00

**Savings to client = \$125,000**

Another national vendor recommended an MSA of \$200,000



Settlement "blew up"



Crowe Paradis performs reallocation



Approval from CMS for \$1,600

**Savings to client = \$198,400**

Another national vendor missed apportionment credit opportunity



Carrier liable for 55% of claim but charged with 100% of MSA



Settlement "blew up"



Crowe Paradis performs reallocation

**Savings to client = \$112,000**

# Features of our expertise

**Medical and legal “zero allocations.”** Our breadth of expertise in workers’ compensation and liability cases around the country enables us to take advantage of a variety of medical and legal arguments. This multidisciplinary approach leads to “zero allocations” or dramatically discounted MSA calculations on either a medical, legal, or blended basis.

**Unparalleled capabilities.** Our capabilities stretch beyond skill sets to a unique brand of expertise embodied in the following individuals:

- A founder and current President of the National Alliance of Medicare Set Aside Professionals (“NAMSAP”)
- A developer and Adjunct Faculty member for the Basic and Advanced MSA training programs offered nationwide
- Former Chief of Staff for the Massachusetts Department of Labor
- Current Board member of the American Association of Workers’ Compensation Professionals (“AMCOMP”)
- Former Medicare conditional payment recovery contractor
- Utilization review nurses with an average of more than 15 years of experience in medical cost containment
- Consultant to Washington D.C. lobbying group advocating for legislative improvements to the MSA process
- Authors and Co-authors of numerous published articles related to Medicare compliance
- Civil litigators
- Subrogation, second injury fund, and workers’ compensation counsel across the country
- Former SSDI database developer and professional
- National workers’ compensation reformer and systems analyst

**Negotiation, not capitulation.** Crowe Paradis weaves collaborative legal and medical analysis into every file because the most comprehensive argument yields the greatest leverage in negotiation with CMS.



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Whether you are looking for a new protocol for your entire MSP compliance program, or have a single allocation from one of the other guys that simply looks too high, contact us at (866) 630-CPSC or at [CPSCmsa.com](http://CPSCmsa.com).

We welcome the chance to talk to you about the Crowe Paradis Difference.

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