



Global Integrated Reimbursement Services, Inc.

Customized Solutions to Navigate Reimbursement Pathways

Global Integrated Reimbursement Services Inc. (GIRS) is a global reimbursement services company based in Memphis, Tennessee. GIRS has more than 30 years of team experience in developing integrated reimbursement strategies for pharmaceuticals, biologics, diagnostics, medical devices, combination products, and medical supplies.

Our Services

- Reimbursement Assessments/Strategies • Payer Advocacy Services • Economic Models/Clinical Study Design Review • Coding Application • Medical Technology Hotlines
- Appeals Assistance • Sales Force Education • Billing Guides • Professional Society and KOL Support Development

Payer Advocacy Services

GIRS is one of the few reimbursement consulting firms in the U.S. that conducts Payer Advocacy Services.

- Conduct private payer market assessments with GIRS Payer Panels
- Conduct payer policy review
- Develop dossiers for payer coverage
- Educate payers about clients' products and their clinical outcomes to develop positive coverage policies
- Advocate for appropriate pricing
- Develop payer advocacy trends reports for executive reporting

Why Hire GIRS?

Knowledgeable

- GIRS knows all major payers' coverage requirements
- GIRS knows market access requirements in Europe, Canada, the Far East and Australia

Experienced

- GIRS has developed successful reimbursement strategies for U.S. and international markets
- GIRS educates key U.S. payers on new technologies
- GIRS works like an "in-house" reimbursement team

Proven Outcomes

- GIRS negotiates positive coverage for new technologies
- GIRS aligns strategies with clinical, regulatory and marketing
- GIRS obtains billing codes

GIRS Team Expertise

- Reimbursement strategies, dossier development, and payer advocacy support for U.S., Canada, Europe, Asia, and Australia
- Certified coders to identify appropriate codes for client medical technologies
- Economic models, clinical study design review
- Medical technology hotline services, including benefit verifications, appeals assistance, and sales education
- Coding application
- Billing guides and sales force education
- Professional society and KOL support development

GIRS Achievements

- 100% success in coding applications
- Hotline service support of unlisted code contributed to sales increase by 30% for a specific client
- Helped client to out license a radiopharmaceutical for cancer and coronary heart disease through coding and pricing model work
- Reversal of several Medicare and private payer non-coverage policies for an extracellular matrix (ECM) within one year, as a result of payer alliance work
- Positive Medicare coverage for a Tissue product within six months of product launch
- Developed successful market entry strategies in the U.S., Canada, and Europe for a point-of-care diagnostic based on global reimbursement assessments

Success case - Change in covered lives for Product X due to Payer Advocacy Services

