

## Revenue Cycle Solutions: ASC billing done right

SourceMedical's Revenue Cycle Solutions (RCS) provides the industry's only comprehensive revenue cycle solution that offers both services and software. RCS services include the entire spectrum of revenue cycle management: Coding, billing, collections, insurance verification, appeals management, and customized management reporting. These services are seamlessly integrated into SourceMedical's ASC clinical and management software systems.

Built on years of "in-network" billing experience, SourceMedical's RCS delivers the same level of quality service for "out-of-network" billing to provide ASCs a total outsourced billing solution.

- For new customers, we offer a turnkey solution that includes one monthly fee for both software and revenue cycle management services. RCS works with you to evaluate your facility's needs and customizes your RCS solution to help improve your center's results. This can include both the management system, as well as our Electronic Health Record (EHR) product.
- For existing SourceMedical clients, our comprehensive RCS services can seamlessly integrate into your existing AdvantX, SurgiSource, or Vision software resulting in an overall improvement in the financial health of your center, as well as reducing your software support costs. We also offer you the ability to migrate from a locally hosted environment to one hosted at our data center, and to include our Electronic Health Record (EHR) product.

### Increase revenue and decrease stress

When you work with RCS, you enter into a relationship with two-way communication. Beyond simply providing coding and billing services, we work with you and your staff to improve your front-end processes and increase your overall billing success.

- **Alleviate Business Office Disruptions:** Finding and keeping qualified staff coders, billers, and collectors isn't always easy. By outsourcing with RCS, you eliminate disruption in your office caused by staff turnover and training.
- **Maintain Compliance:** RCS ensures that all your center's transactions are compliant with current OIG, HIPAA, state and federal requirements reducing the risk that can arise from incorrect claims.
- **Eliminate Billing Questions:** We provide a toll-free number for your patients and answer all of their billing questions leaving your staff to handle the more important issues of dealing with your patients' health.
- **Keep Up With Changes:** ASC coding and billing are ever-changing and often confusing. RCS stays on top of industry changes so you don't have to.
- **Assurance of Trust:** All RCS employees are fully bonded and the company maintains complete liability and malpractice coverage. Each center has its own team consisting of a certified coder, a charge poster, a payment poster, and a collections specialist promoting continuity and efficiency.

*"For me, business is all about trusted relationships. We have been very fortunate to have forged just such an arrangement with SourceMedical over the years. They are reliable, professional, and courteous; as well as ahead of the curve in terms of helping us navigate some very complex waters. Without hesitation I would recommend their ASC Billing Services to anyone"*

**- Mark E. Smith**  
Chief Administrative Officer  
Orthopedic Associates of  
Wisconsin

*"The dedicated team who services our account is highly skilled, they are easily accessible, knowledgeable, and always ready to help us achieve our goals. I am delighted with their services."*

**- Debbie Mulhollon, RN**  
Clinical Director  
The Orthopedic Surgery Center

# Revenue Cycle Solutions: A comprehensive revenue cycle solution

## How does RCS improve your bottom line?

- **Optimize billing:** Our certified coders ensure that you receive the maximum reimbursement for all procedures and not leave money on the table.
- **Rapid and accurate claims submission:** Claims are submitted error-free within 48 hours so you are reimbursed quickly. Claims are submitted accurately with fewer denials and delays in reimbursements.
- **Accelerate collections:** Your accounts receivable becomes a usable asset once collected. Our clients experience an average improvement of 24% in A/R days giving them faster access to their cash.
- **Contract negotiations:** Our extensive knowledge of payer responsibilities & managed care contracting means you'll receive the highest reimbursement possible, with access to experts in managed care negotiations.
- **Decrease internal costs:** Your facility will no longer need to maintain a billing department, eliminating the costs associated with salaries, benefits, and training. In addition, it can free up office space that can be used for revenue-generating purposes.
- **Categorize and track denials:** We identify trends and weaknesses in the process by logging your denials. This allows you to decrease the number of denials by eliminating all controllable causes. We also hold the managed care companies accountable for timely and accurate reimbursement.
- **Correcting payments:** Our highly trained staff is able to instantly recognize incorrect payments. Payers are contacted promptly in the event of correction so we can enforce proper payment.

These 3 Clients saw an average improvement in A/R Days of 24%!



### Key Attributes of SourceMedical RCS

- **Management Reporting**
  - Monthly reports customized for your center
  - Key operating metrics and trends
  - Monthly teleconferences with your center to review results
- **Coding**
  - Coding is completed within 48 hours of receipt of dictation
  - Highly accurate coding performed by certified coders
- **Billing**
  - Claims electronically billed within 48 hours of coding completion
  - Fee schedules reviewed and updated as requested, at least annually
  - Denial rate <2%
- **Claims Follow Up and Collections**
  - Insurance follow up at least monthly
  - 3 patient statements within 90 days
  - Daily outbound calls
- **Payment Processing**
  - Daily Processing
  - Daily posting and balancing
  - Credit balances resolved with 45 days

For more information about our billing services, please call toll-free at 866-889-7722 or visit us online at <http://sourcemed.net/revenue-cycle/>.