

**Webinar**



# **Boost your Healthcare Business with Expert AR Recovery Techniques and Services**



# Moderator and Speaker for Today's Webinar



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PM / CODING / STAFFING /  
CREDENTIALING

### Disclaimer:

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# Our Technical Footprint



**800+**

Team Members



**48**

States Served



**10+**

Years of Business Presence



**8**

Offices Globally



**50%Plus**

Business Growth Every Year



**6**

Offices in US



**98% Plus**

Collection Range



**48+**

Clinical Specialties



**10,000+**

Clients Throughout the States



**100,000+**

Claims Processed Everyday

# Our Solutions



## Patient Enrollment

- Free Billing Analysis
- Denial rejection management
- AR collections
- Collections in the 98% range
- Dedicated account rep
- Weekly / Monthly meetings
- Specialized reporting



## Lab Billing

- Free analysis breakdown
- Order and Demographic Management
- Claims Management Assessment
- Specialized reporting



## Full RCM

- Free analysis breakdown
- End-to-end solutions
- Dedicated account manager
- Robust reporting
- Weekly/monthly meeting
- Collection in the 98% range



## Reporting And Analytics

- Determine the potential of practice
- Review the overall scope, workflow, and revenue stream of practice
- Dedicated team lead
- Weekly monthly meetings
- Train practice, lab, Clinic, and Hospital how to navigate through numerous HER/Pm and reporting systems



## AR Recovery

- 60 / 90 / 120 + Clean Up
- Detailed reports
- Dedicated account manager and Team Lead
- Weekly/monthly meeting



## Coding, Credentialing And Compliance

- Expert coders and analytics
- Credential providers to numerous insurance Payers
- Expert Coders over 47 specialty
- Coding Support and Assistance upon request (SOP)

★ **FTEs Available**

# Why do you need AR Analysis & Clean-up help?

## The signs that you need to look for



Claims to charges/collectibles are out of line



You lack insight and control of the claims process



You lose a biller for some reason



You know you should collect more and you are not making enough



Your practice accounts receivable (AR) are very high and uncontrollable, resulting in more write-offs, lost revenue, and collections charges..

# Why Medicare MSO?

## 100% Transparency

- Interactive Dashboards for Up-to-the-Minute Status
- Automated Key Performance Indicators
- Advanced Executive Dashboard Reporting

## Every Claim Guarantee

- 95% First Pass Claim Success
- Denials Worked within 48 Hours
- AR Greater than 90 at or below 8%
- Collections in the high 98% range

## Expert People & Processes

- Dedicated Account Manager
- Daily reports
- Weekly check-in meetings
- Proven Patient and Insurance Collections Process

# Reporting

## Robust Reporting Capabilities:

- Detailed A/R reports with aging and follow up
- CPT analysis to top earning CPT's
- Top carrier report
- Production Summary Report – By Physician and Practice
- Insurance performance
- Payment activity analysis
- Specialized Reporting Capabilities



# Aging Analysis

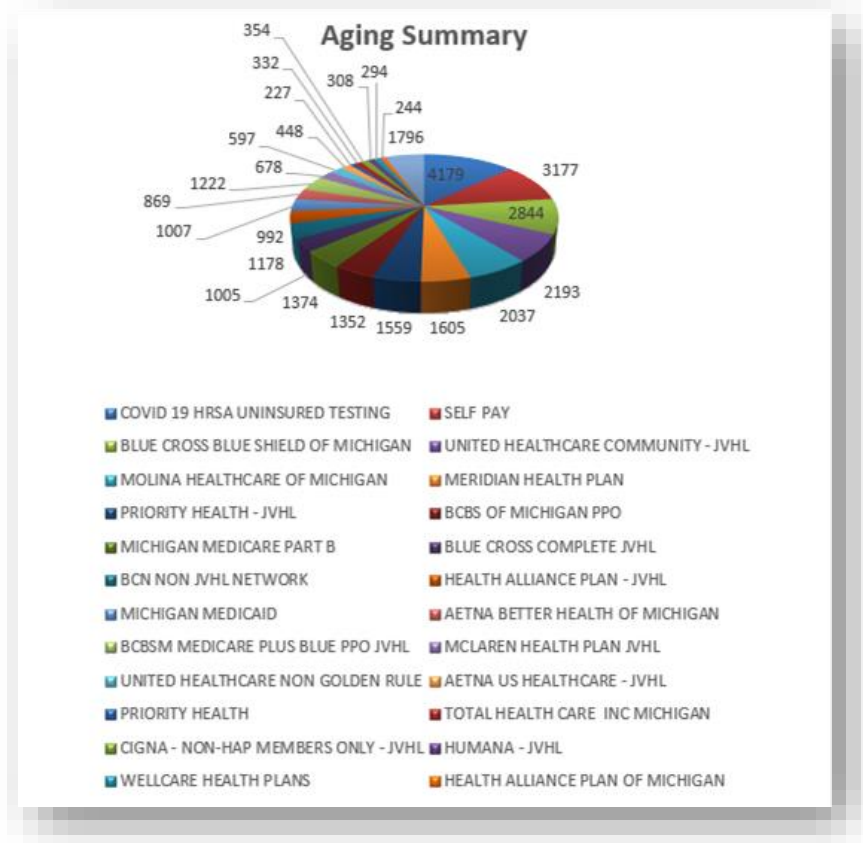
	A	B	C	D	E	F	G	H	I	J
1	<b>Summary</b>									
2	<b>Responsibility</b>	<b>Percentage</b>	<b>0 - 30 Days</b>	<b>31 - 60 Days</b>	<b>61 - 90 Days</b>	<b>91 - 120 Days</b>	<b>121 - 150 Days</b>	<b>151 - 180 Days</b>	<b>&gt; 180 Days</b>	<b>Total</b>
3	Billed Aging	82%	\$732,415.41	\$350,398.96	\$146,919.70	\$74,607.56	\$10,425.00	\$6,900.00	\$0.00	\$1,321,666.63
4	Unbilled Aging	18%	\$190,249.30	\$83,945.54	\$6,845.21	\$1,389.60	\$3,605.48	\$0.00	\$0.00	\$286,035.13
5	<b>Total</b>	<b>100%</b>	<b>\$922,664.71</b>	<b>\$434,344.50</b>	<b>\$153,764.91</b>	<b>\$75,997.16</b>	<b>\$14,030.48</b>	<b>\$6,900.00</b>	<b>\$0.00</b>	<b>\$1,607,701.76</b>
6	<b>Percentage</b>		57%	27%	10%	5%	1%	0%	0%	100%
7										
8			99%			1%				
9										
10										
11	<b>Billed Aging (Insurance Balance Breakdown)</b>									
12	<b>Status</b>	<b>Percentage</b>	<b>0 - 30 Days</b>	<b>31 - 60 Days</b>	<b>61 - 90 Days</b>	<b>91 - 120 Days</b>	<b>121 - 150 Days</b>	<b>151 - 180 Days</b>	<b>&gt; 180 Days</b>	<b>Total</b>
13	Category 1 (Newly Billed Claims)	64%	\$729,798.21	\$115,053.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$844,851.88
14	Category 2 (HRSA Claims Waiting for Payments)	23%	\$2,017.20	\$218,590.77	\$77,250.00	\$2,025.00	\$0.00	\$0.00	\$0.00	\$299,882.97
15	Category 3 (Escalated to client)	7%	\$0.00	\$10,078.60	\$39,752.78	\$33,583.20	\$3,225.00	\$750.00	\$0.00	\$87,389.58
16	Category 4 (Eligibility issues, ran coverage and inprocess of billing)	6%	\$0.00	\$0.00	\$27,816.92	\$36,082.16	\$6,150.00	\$4,650.00	\$0.00	\$74,699.08
17	Category 5 (Denials)	1%	\$600.00	\$1,380.80	\$1,800.00	\$2,700.00	\$1,050.00	\$1,500.00	\$0.00	\$9,030.80
18	Category 6 (Rejections)	0%	\$0.00	\$5,295.12	\$300.00	\$217.20	\$0.00	\$0.00	\$0.00	\$5,812.32
19	<b>Total</b>	<b>100%</b>	<b>\$732,415.41</b>	<b>\$350,398.96</b>	<b>\$146,919.70</b>	<b>\$74,607.56</b>	<b>\$10,425.00</b>	<b>\$6,900.00</b>	<b>\$0.00</b>	<b>\$1,321,666.63</b>
20	<b>Percentage</b>		55%	27%	11%	6%	1%	1%	0%	100%
21										
22			99%			1%				



# First Roll Forward & Subsequent Roll Forward Report

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	Unbilled Aging Rollforward									Unbilled Aging Rollforward						
2	Category	0 - 30 Days	31 - 60 Days	61 - 90 Days	91 - 120 Days	121 - 150 Days	151 - 180 Days	> 180 Days	Total		0 - 30 Days	31 - 60 Days	61 - 90 Days	91 - 120 Days	121 - 150 Days	151 - 180 Days
3	Opening Balance on 09/15/2021	\$318,403.27	\$204,864.01	\$102,692.00	\$52,381.68	\$50,182.95	\$169,510.39	\$380,545.00	\$1,278,579.30			\$37,735.48	\$45,983.11	\$48,250.77	\$7,339.61	\$15,810.29
4	New unbilled	\$352,168.46	\$61,582.51	\$1,662.90	\$997.78	\$3,908.92	\$43,306.68	\$17,508.19	\$481,135.44		-\$37,735.48	-\$8,247.63	-\$2,267.66	\$40,911.16	-\$8,470.68	-\$2,956.19
5	Billed and Went Out From last report	-\$279,668.51	-\$118,237.95	-\$22,423.88	-\$12,579.12	-\$25,149.25	-\$123,628.53	-\$218,497.86	-\$800,185.10							
6	Aging Transition	-\$37,735.48	-\$8,247.63	-\$2,267.66	\$40,911.16	-\$8,470.68	-\$2,956.19	\$18,766.48	\$0.00							
7	Total Current Balance 09/30/2021	\$353,167.74	\$139,960.94	\$79,663.36	\$81,711.50	\$20,471.94	\$86,232.35	\$198,321.81	\$959,529.64							
8		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00							
9																
10	Billed Aging Rollforward									Billed Aging Rollforward						
11	Category	0 - 30 Days	31 - 60 Days	61 - 90 Days	91 - 120 Days	121 - 150 Days	151 - 180 Days	> 180 Days	Total		0 - 30 Days	31 - 60 Days	61 - 90 Days	91 - 120 Days	121 - 150 Days	151 - 180 Days
12	Opening Balance on 09/15/2021	\$1,499,005.95	\$1,693,304.86	\$872,352.43	\$816,428.11	\$937,566.15	\$1,597,052.99	\$5,718,890.98	\$13,134,601.47			\$390,350.22	\$368,678.40	\$390,394.32	\$343,440.67	\$353,572.80
13	Newly billed (from prior unbilled)	\$279,668.51	\$118,237.95	\$22,423.88	\$12,579.12	\$25,149.25	\$123,628.53	\$218,497.86	\$800,185.10		-\$390,350.22	\$21,671.82	-\$21,715.92	\$46,953.65	-\$10,132.13	-\$153,685.20
14	Other new billings	\$1,616,145.76	\$337,300.80	\$1,280.96	\$0.00	\$8,600.00	\$353,531.10	\$179,554.79	\$2,496,413.41							
15	Processed	-\$1,366,460.46	-\$731,735.02	-\$198,154.27	-\$165,324.31	-\$249,529.11	-\$696,609.54	-\$828,395.05	-\$4,236,207.76							
16	Aging transitions	-\$390,350.22	\$21,671.82	-\$21,715.92	\$46,953.65	-\$10,132.13	-\$153,685.20	\$507,258.00	\$0.00							
17	Total Current Balance 09/30/2021	\$1,638,009.54	\$1,438,780.41	\$676,187.08	\$710,636.57	\$711,654.16	\$1,223,917.88	\$5,795,806.58	\$12,194,992.22							
18		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00							

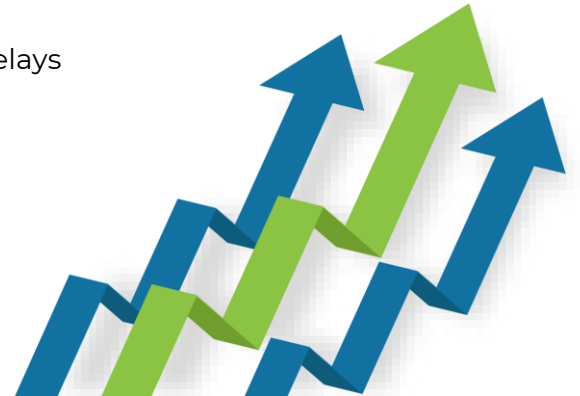
# Sample Aging Report With Charts



# What Do You Get...

- ✓ Up to 98% collection rate
- ✓ 100% Claims scrubbing, 100% Eligibility check/ Pre billing and CPT Matches with Reports sent to practice
- ✓ No response claims actioned within 48 hours
- ✓ Charge entry within 24 hours along with superbill within 48 hours
- ✓ No expert biller is needed at the practice
- ✓ 24-hour work schedule with no gaps in lost time
- ✓ Dedicated Account Manager

- ✓ Weekly/Bi-Weekly / Monthly meetings
- ✓ Daily reports
- ✓ Greater than 95% accuracy with fewer denials
- ✓ Faster collection cycle with 3-day billing threshold
- ✓ Decreased accounts receivable days
- ✓ Decreased financial delays
- ✓ Improved cash flow



# No Cost A/R Analysis Summary



We can provide a free analysis on your accounts receivable claims going back a year or more. We normally track them between 90 to 360 days, but we can adjust the time period as needed.



Our analysis will report on the expected recovery by payor and by type of claim. We will investigate the timely filing status of the payors and factor those policies into the estimates.



There are several ways we can get the information to get the analysis done. One is to get a read only access to your billing software (After we have signed a BAA for HIPAA) The second would be to schedule a Webex where we share screens and pull the reports together. The third option is to supply you with the list of fields that we need, and then you can run the reports.



Once we have the reports, we need 3-5 business days to complete the report, and we can schedule a follow up call to review the results. Once we have that meeting, we can decide if it makes mutual sense to pursue the recovery of the claims.



If nothing else, it never hurts to have an added set of eyes on you billing process and we often can provide insight into what processes might be improved.



If you decide to proceed, reports will be provided that detail, which claims have been processed by Medicare for payment. At the outset of the project, there will be clear guidelines as to what claims are to be worked. This prevents any issues with the existing billing team.



Let Medicare MSO be your **trusted revenue partner!**

# THANK YOU!

**Boost your healthcare business now with our  
proven AR recovery techniques!**

**For expert guidance, don't delay - Contact us today**



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**Any Questions?**