



Our services encompass the breadth of Revenue Cycle and related regulatory and compliance projects including:

Complete Revenue Cycle Assessments

RAC Audit Preparation

Denial Management

Billing / Coding Audits

Charge Master Optimization

Observation Status Assessment

Enterprise Risk Management

Physician Practice Benchmarking

Documentation Integrity

Patient Access Process Review

Emergency Room Throughput

Cost/Benefit Analysis

Contract Management Analysis

Contract Management Analysis

It has been estimated that hospitals may be losing between 2 and 3 percent of revenue because of payers that are not performing according to contract or as well as other payers. Most Providers have some system of tracking variances from contracted payments. However, these are mostly limited to high dollar services and claims. In addition, Providers wait until it is time to renegotiate a contract to bring up issues that may have arisen through the year.

As a first step, RevCys assists its clients by performing contract audits by payer using a combination of automatic and manual methods to check actual versus expected payments from commercial payers. These audits assist our clients in identifying the disparity between reimbursement values and contracted values and which payers and which clinical service reimbursements are non-compliant and where revenues may be potentially getting lost.

RevCys then helps clients develop a payer report card. We help to establish key performance indicators (KPIs) for each payer. We focus on a handful of KPIs including:

- Payer Net and Gross Revenue
- Number of Days from Receipt of Claim to Payment
- Payer Days in Accounts Receivable
- Underpayments/Overpayments as a Percent of total outstanding A/R
- Denials/Appeals as a Percent of Net Revenue
- Bad Debt as a Percent of Overall Revenue

While the obvious advantage of establishing and monitoring these KPIs is to negotiate better contractual terms with payers who are low performers, they also assist our clients to track negative trends in real time and the opportunity to address issues as they occur.