

DATA SHEET

Get Big-Picture Insight into Your Revenue Cycle

Let your data help ensure your financial viability

Never before has the healthcare financial landscape undergone such transformation. The shift to value-based care is driving significant change. At the same time, uncompensated care remains at an all-time high, with self-pay balances skyrocketing under the weight of high out-of-pocket costs.

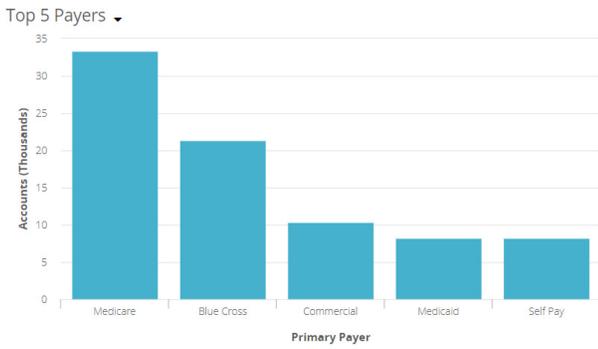
Gaining insight into the revenue cycle and cost savings opportunities is vital to ensuring financial viability in these tumultuous times. MedeAnalytics Business Office optimizes cash flow and improves collections by bringing complex patient accounting data into a unified view. It exposes black holes, bottlenecks, and outliers in the revenue cycle.

Insight into accounts receivable, denials, bad debt, and payer contracts enables you to prioritize collections efforts and streamline workflows. With big-picture insight, you can put your business office activities on auto pilot and maximize revenue as the healthcare financial landscape evolves—and make even better decisions about the financial health of your organization.

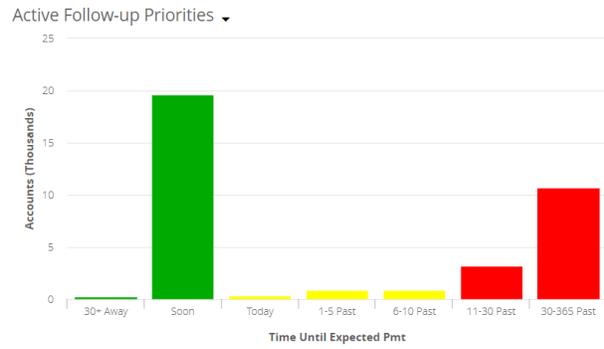
KEY BENEFITS

- Prioritize accounts and increase cash
- Understand denial root causes and highlight prevention opportunities
- Manage payers to drive efficiency and performance standards
- Identify self-pay patients' propensity to pay and reduce the cost to collect
- Boost productivity with business office workflow tools
- Guide business strategy by identifying service line profitability
- Streamline the month-end process

Potential Denials by Facility



Potential Denials by Top Category



LEVERAGE PREDICTIVE ALGORITHMS TO DRIVE A MORE EFFICIENT AND EFFECTIVE COLLECTIONS PROCESS

Ensure Financial Viability with Enterprise-Wide Insight

The cornerstone of MedeAnalytics Business Office is the ability to gain a complete picture of your financial health. It offers data analytics at the point in the revenue lifecycle with perhaps the greatest influence on your financial viability. With a single, integrated view of your organization's financial data, you can focus and prioritize your collections resources to make sure you're paid for the care you deliver.

MedeAnalytics Business Office comprises revenue cycle management tools that help you take control of your revenue in several key areas including denials, self-pay collections, reserves, professional accounts receivable, and more. It provides real-time reporting and data analysis with metrics on:

- Average time until expected payment
- Black hole accounts
- Predictive denial prevention opportunity
- Propensity to pay (self-pay)
- Average days in AR
- Coding and billing days (DNFB)

With daily snapshots of your revenue, you can accelerate cash collections, reduce bad debt, and expose AR outliers and bottlenecks while optimizing collections workflow.

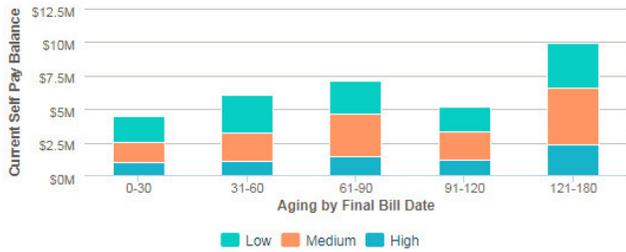
SUCCESS STORY

Baptist Health System relies on MedeAnalytics Business Office for consistent, credible data analysis.

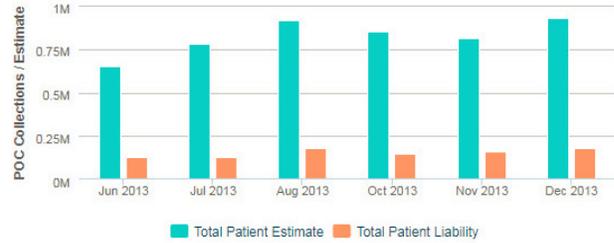
“Our CFO had consistently seen the benefit of MedeAnalytics and recognized what a huge contribution it was to our success with the Epic conversion.”

Brookwood Baptist Health

Self-Pay A/R by Risk Category ▾



POS Collections % of Estimate ▾

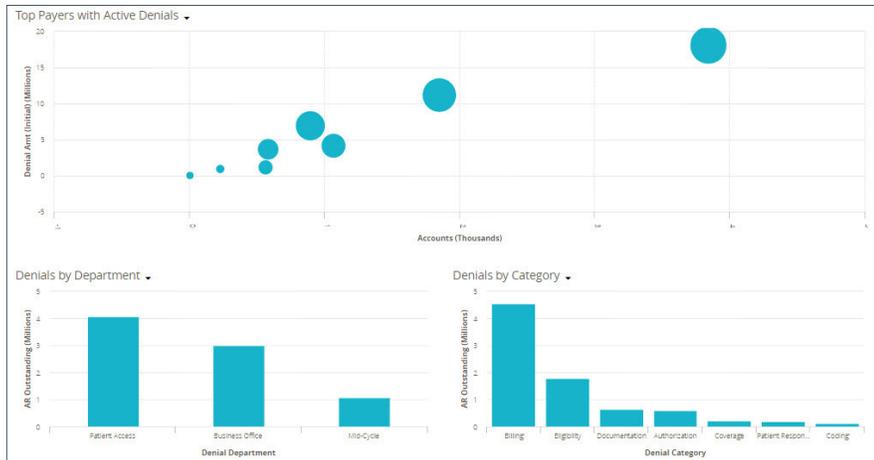


BOOST SELF-PAY COLLECTIONS BY PREDICTING PROPENSITY TO PAY

Reduce Denials by Identifying Root Causes

One of the core functions of the business office is to improve the organization's cash flow by reducing denials. However, doing so requires detailed analysis that identifies why denials are happening and where missteps may be taking place.

The Denials Management module enables you to analyze your data to improve denial rates, increase business office accountability, and increase net revenue through reduced denials.



GAIN INSIGHTS INTO DENIAL TRENDS AND DRIVE OPERATIONAL IMPROVEMENT WITH WORKFLOWS

Accelerate Cash Flow with Self-Pay Insights

Whether self-pay accounts stem from deductibles, coinsurance, or uninsured and underinsured patients, collecting on these accounts can present a significant challenge for the business office. Rather than write them off as bad debt, it's important to collect, but only in an efficient, cost-effective way.

The Engage Patients module gives you thorough analysis of your self-pay accounts so you can reduce the cost to collect, minimize time wasted on high-risk accounts, and focus on high-value accounts with the greatest likelihood of payment. It helps you prioritize your self-pay collections by predicting patients' propensity and ability to pay.

BUSINESS OFFICE ENABLES YOU TO:

- Identify opportunities for denial prevention and rework
- Understand the root causes of disputed claims and identify denial trends by payer
- Perform executive-level analysis of denial trends across facilities, payers, and service areas
- Manage denials, appeals, and documents through a denial management workflow
- Prioritize collections activity and improve efficiency
- Reduce the cost to collect

Gain Insight into Professional Revenue

For acute-care hospitals that have acquired physician practices, it's important to integrate professional revenue into your business office processes. The Professional module aggregates daily visit, invoice transaction, charge, and 835 data to provide insight into professional AR management.

This helps drive down aged professional AR and unbilled accounts, increase collections, reduce denials, and mitigate bad debt. In addition, the solution supports RVU analytics so you can compare your providers' productivity to others within the specialty, across clinics, and to national benchmarks.

By integrating all hospital and professional account data on the same platform, you gain a single source of truth for organizational reporting.

Analyze the Entire Revenue Lifecycle

By integrating Business Office with mid-cycle data and patient access analytics, you can use your data to improve your financial position at all points of the revenue cycle. With analytics that link financial outcomes to root causes in the mid-cycle and front end, you gain meaningful insight into the entire revenue lifecycle.

This insight enables you to identify where money is lost and how each area of the lifecycle contributes to lost revenue, missed revenue, and revenue at risk. Whether it's due to insufficient documentation, missing charges, denials, bad debt, take-backs, or a lack of insight into the process, you can track all of these "leakage points" in the revenue cycle through a single, integrated data analytics platform.

For more information about MedeAnalytics Business Office, visit www.medeanalytics.com/solutions/business-office.

"MedeAnalytics has become an integral part of our financial reporting and analytical processes. We continue to find new and innovative ways to analyze our data. I wouldn't want to manage accounts receivable without MedeAnalytics."

Brookwood Baptist Health

PROVIDER SOLUTIONS

Revenue Cycle Management

- Patient Access
- Revenue Integrity
- Business Office

Value Based Performance

- Population Health
- Quality Management

Cost and Operations

- Supply Chain
- Labor Productivity
- Service Line
- Throughput

Enterprise Performance Management

- Action Planning
- Progress Tracking