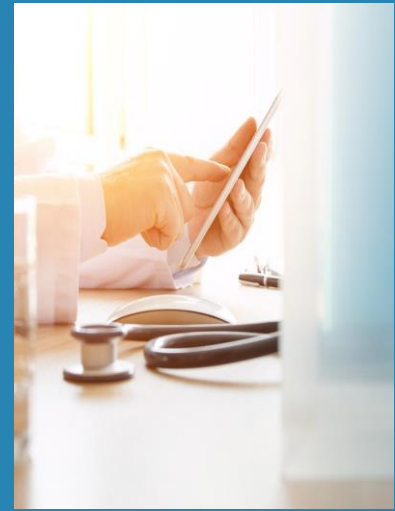


# WOUND CARE CASE STUDY



## March 2015

Los Angeles based facility with three full time physicians.  
Insurance payments **\$621,466**



## Genesis Implemented Strategies

Utilizing the same physical spaces and physicians the facility saw revenues jump **352% to \$2,088,143**

- 18% of the revenue gain was achieved in non-Wound Care related improvements to the clinical documentation and denial management.
- Converted to biologics and negotiated preferred pricing and NET terms with vendors to generate margin where previously there was a cost.
- Altered patient workflow and protocols to maximize resources and reimbursements.
- Helped initiate patient referrals from surrounding clinics.



## Results

Patients saw improved healing and cosmetic results while the facility saw NET revenues leap to more than the entire practice previously collected.

# THE FINANCIAL MODEL



Typical patient receives 10 treatments over a 12 week period.

25 procedures per day represents on average 125 active advanced WC patients

21 working days
25 procedures day
<b>\$989,866.50 Monthly Revenue</b>
\$ 765,644.99 Monthly Biologics, procedure supplies & RCM
\$ 5,000.00 Monthly Facilities (high estimate)
\$ 16,833.33 Monthly Overhead (salaries)
<b>\$202,388.18 Monthly NET contribution</b>
\$11,878,398.00 Annual Revenue
\$2,428,658.18 Annual NET contribution

For more information contact:

**VoiceProducts**

SPEECH • CAC • VOICE

EST. 1990

1-800-466-1152

[www.voiceproducts.com](http://www.voiceproducts.com)