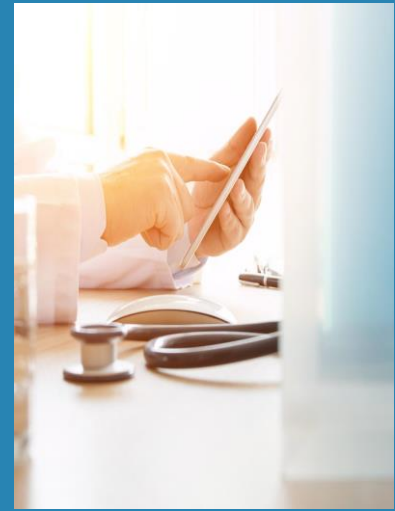


# WOUND CARE CASE STUDY



## 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 per day during ramp up	
<b>\$1,036,581.00</b> Monthly Revenue	
\$ 529,924.29	Monthly Biologics and procedure supplies (9% RCM Solutions Fee)
\$ 4,000.00	Monthly Facilities (high estimate)
\$ 22,500.00	Monthly Overhead (salaries: 1 MD 2 MAs)
<b>\$480,156.71</b> Monthly NET contribution	
\$12,438,972.00 Annual Revenue	
\$5,761,880.52 Annual NET contribution	
21 working days	
60 procedures day: 120-180 would be more plausible	
<b>\$2,487,794.40</b> Monthly Revenue	
\$ 1,271,818.30	Monthly Biologics and procedure supplies (9% RCM Solutions Fee)
\$ 7,000.00	Monthly Facilities (high estimate)
\$ 45,666.67	Monthly Overhead (salaries: 2 MDs 3 MAs 1 NA)
<b>\$1,163,309.44</b> Monthly NET contribution	
\$29,853,532.80 Annual Revenue	
\$13,959,713.25 Annual NET contribution	

For more information contact:

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