

Success Story

Orthopedics

The Challenge

Our client, is a specialist in minimally invasive surgery, joint surgery, arthroscopic surgery, reconstructive and revision surgery, spine surgery, ACL repair, trauma and fracture care, general and pediatric orthopaedics, workers' compensation and sports medicine.

Coupled with the high costs and inefficiencies of their previous billing vendor, the practice saw their bottom line fall and ultimately plateau around \$5 million in annual revenue.

Genesis was engaged in 2015 with an assurance to deliver more effective, efficient net and total collections gains, and help control costs. Following a preliminary practice analysis completed by Genesis RCM specialists, the Client was promised delivery of a 10% - 15%

The Outcomes

Using proprietary data analytics, Genesis streamlined claims processing and collections workflows, reduced outstanding AR by nearly 3 weeks, and created cost-control protocols to ultimately increase collections by close to 23% in the first 2 years of service

•120+ %:

1. End of 2015: 45.3%.
2. End of March 2017: 18.5%.

FINANCIAL AGING



•COLLECTIONS:

1. 2015: Average monthly Collections was \$416,800.
2. 2016: Average monthly Collections was \$483,600
3. 2017: Average Monthly Collections was \$512,400

TOTAL COLLECTIONS



•AR DAYS:

1. 2015: 56 Days on an Average
2. 2016: 38 Days on an Average
3. 2017: 34 Days on an Average as of April

AR DAYS



Clean Claims
at 99%



A/R Days at
34 Days



Collections
Increased
20%+

☀️ Nearly \$100,000+
increase in monthly
collections

☀️ Average A/R
reduced by 3
weeks

For more info. contact:

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There are a lot of RCM companies that promise a lot of things.

We'll guarantee it.

Introducing: Genesis10

Fact: You've heard from at least a handful of billing companies that they can save you money, or even find you new revenue. Less likely? That they've **guaranteed** that service promise in writing.

With the Genesis10 RCM Program, we guarantee at least a 10% increase in collections, or we'll cover your monthly invoice in full, until we reach the goal.* In fact, many Genesis clients have recognized upwards of an 18% increase!

Proprietary analytic tools and reports help to identify areas for improvement and existing financial strengths to build on. Experienced, dedicated reimbursement and denial specialists manage each stage of the revenue cycle, speeding submissions, shortening turnaround times on payments, and chasing down receivables. All while freeing your staff to deliver the best experience for your patients.

With everything to gain, and nothing to lose, what would at least 10% more in collections mean for your practice?

Request your **FREE Revenue Cycle Analysis** to see if you qualify today: www.genesisrcm.lpages.co/genesis10

*Promotion subject to modification or cancellation at Genesis' sole and absolute discretion. Additional terms, conditions and limitations apply. Inquire with a Genesis Representative today to learn more.



For more information contact:
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