

Success Story

Radiology

The Challenge

Our client, a multi-clinician radiology group in the Southeastern US, struggled to optimize billing practices across a wide payer mix, including a significant volume of non-contracted cases - more than a third of its overall business.

Coupled with the high Out of Network (OON) volume, the clinicians noted difficulties with unmanaged denials and a poor AR follow-up, with resulted in more than 20% of claims resulting in denials and left more than a quarter of their AR over 120 days outstanding.

Genesis was engaged the correct course for the practice by creating business processes to help better manage claim submission and payment follow-up, denial handling and in particular, to create a workflow that would optimize OON claim processing.

The Outcomes

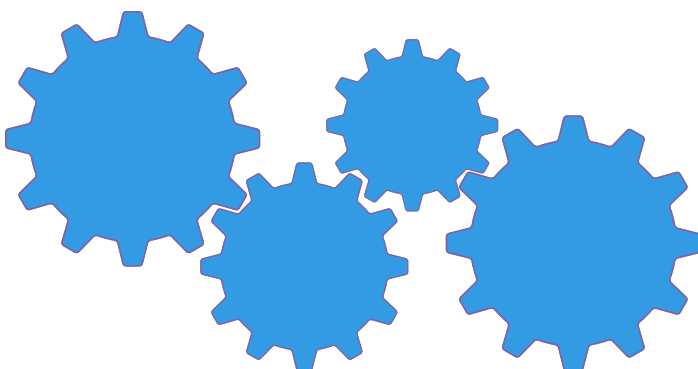
Using proprietary data analytics and business process models, Genesis not only helped the client recover 100% of the billed charges or maximum UCR from payer on adjusted OON claims, but reduced AR Days by nearly 20% and cut both denials and 120+ AR Payments in half.

The practice ultimately saw monthly collections increase from an average of \$375k to nearly \$450k in just 6 months, with no change in patient or visit volumes.

★ Nearly \$75,000
increase in monthly
collections

★ 100% of Out of
Network billed
charged recovered

It's a good time
to thrive.





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:
VoiceProducts
SPEECH • CAC • VOICE
EST. 1990
1-800-466-1152
www.voiceproducts.com

