

## A Physician-Led Guide to Revenue Cycle Management Optimization

- 30%-40% increase in Revenue.
- 300%-400% increase in EBITDA (Earnings before Interest, Tax, Depreciation and Amortization).
- Net Collection Ratio between 80%-95%.
- First Time Paid Claims exceeding 95%.
- 90+ day A/R under 5%.
- Accelerated cash flow from faster claims processing (clean claims released same day).
- Improved regulatory compliance in most common problem areas (coding, patient payments, etc.).

As a healthcare provider, you're well-versed in the art of patient care, but the complexities of Revenue Cycle Management (RCM) can detract from your mission. Nath Healthcare understands these challenges and offers a comprehensive approach to streamlining your RCM process, allowing you to focus on what you do best—caring for patients.

### Key Strategies for RCM Excellence

#### PRE-CLAIM PREPARATION: BUILDING A STRONG FOUNDATION:

- ▶ **Contract Negotiation Mastery:** Master the art of payer contract negotiations to secure terms that favor your practice's financial health.
- ▶ **Credentialing Simplified:** Streamline your provider credentialing for full compliance and seamless insurance network interactions.
- ▶ **Optimized Fee Schedules:** Create fee schedules that reflect the value of your services and ensure fair reimbursement.
- ▶ **EFT/ERA Integration:** Embrace Electronic Funds Transfer and Electronic Remittance Advice systems to cut costs and enhance financial transparency.

#### PRE-VISIT PROCEDURES: SETTING THE STAGE FOR SUCCESS:

- ▶ **Efficient Scheduling:** Utilize multi-channel tools to optimize appointment scheduling, enhancing both efficiency and patient satisfaction.
- ▶ **Insurance Eligibility Checks:** Conduct thorough insurance eligibility and benefits verification to safeguard against revenue loss.
- ▶ **Prior Authorization Processes:** Navigate prior authorizations effectively, securing necessary procedure approvals in a timely manner.
- ▶ **Appointment Reminders:** Implement a proactive reminder system to reduce no-shows and bolster patient engagement.

#### PATIENT VISIT PROTOCOLS: ENSURING ACCURACY AND COMPLIANCE:

- ▶ **Charge Capture:** Utilize EMR systems to accurately capture charges, preventing any loss of revenue due to oversight.
- ▶ **Documentation and Coding:** Focus on meticulous documentation and precise coding to maximize reimbursements and maintain compliance.

#### POST-VISIT ACTIONS: MAXIMIZING REVENUE RECOVERY:

- ▶ **Claims Processing:** Employ efficient charge entry and claims scrubbing practices to ensure clean claim submissions and prompt processing.
- ▶ **Payment Posting and Reconciliation:** Streamline the processing of bank deposits and ensure accurate payment posting to maintain financial integrity.



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### A/R MANAGEMENT: CLOSING THE LOOP:

- ▶ **Proactive Claims Follow-Up:** Stay vigilant with claims follow-up and manage denials effectively to recover the maximum revenue possible.
- ▶ **Patient-Centric Financial Services:** Offer clear statements and handle inbound calls efficiently, providing patients with secure online payment options and ensuring smooth refund processes when needed.

### LEVERAGING ANALYTICS FOR FINANCIAL INSIGHT AND GROWTH:

- ▶ **Data-Driven Reporting:** Use in-depth transaction reports and comprehensive analyses to gain insights into your practice's financial standing.
- ▶ **KPI Monitoring:** Implement intuitive dashboards to keep a close eye on key performance indicators, enabling informed decision-making for revenue optimization.

### PARTNERING WITH NATH HEALTHCARE: YOUR FINANCIAL CATALYST:

- ▶ **Revenue Boost:** Experience a significant increase in revenue and EBITDA while maintaining a high net collection ratio.
- ▶ **Claims Efficiency:** Achieve an outstanding rate of first-time paid claims and keep your 90+ day accounts receivable under control.
- ▶ **Compliance Assurance:** Benefit from improved regulatory compliance across common problem areas.

Our dedicated team, empowered by advanced AI tools and robust processes, is committed to transforming your financial operations, ensuring consistent revenue flow and long-term practice success.

At **Nath Healthcare**, we understand the importance of excellent RCM. Our dedicated team utilizes advanced technologies and expert knowledge to streamline your processes, increase revenue, and enhance patient satisfaction. By choosing us as your RCM partner, you're selecting a team committed to the financial well-being of your practice.

Ready to optimize your revenue cycle? Contact us today at 469.442.8082 or [info@nath-mds.com](mailto:info@nath-mds.com) to discuss your specific needs. Discover how our expert solutions can transform your practice's financial efficiency, allowing you to focus on delivering superior patient care.

Thank you for considering **Nath Healthcare** as your trusted partner in achieving financial excellence in healthcare.