



THE POWER OF BEING UNDERSTOOD

REVENUE CYCLE SERVICES

The U.S. health care industry is currently undergoing monumental changes as a result of health care reform. Organizations are required to transition from a utilization-based health care system to a patient-centric, outcomes-based health care structure. In addition to this monumental change, several health care initiatives, such as ICD 10, EHR, pay-for-performance and bundling are expected to negatively impact organizational profit margins and cash flow. Overall financial performance will continue to be challenged, as organizations address these transitional issues concurrently. As such, providers need to address their revenue cycle inefficiencies now.

Resolving challenges and improving performance

At RSM, our revenue cycle services are designed to develop greater efficiencies around critical processes, critical thinking, cash flow and controls that materially impact performance. As a result of our qualitative and quantitative approaches, we are able to clearly and accurately identify critical issues, roadblocks and inefficiencies that are impeding optimal performance. We develop and execute value-added strategic initiatives that are required to resolve challenges and facilitate improved performance.

We provide valuable industry knowledge and serve in a coaching role to help grow management and bench support teams. When combined with our implementation assistance efforts, we consistently deliver material, quantifiable results in overall process efficiency, management controls, cash flow and accounts receivable management.

Our services

We provide a variety of services to address your revenue cycle challenges, including:

- Research and management reports, findings, recommendations and supporting analytics
- Key performance indicator summaries comparing current performance against industry standards
- Quantified financial benefits related to specific recommendations
- Executive summary presentation to leadership

Your benefits include:

- Revenue cycle operational process improvements impacting key performance indicators, cash acceleration, cash flow, accounts receivable and business office redesign
- Standardized workflows and automated key functions and controls
- Proven long-term sustainability, while achieving short-term cash flow benefits
- Process improvements across the organization
- Change and behavioral management improvement
- Critical knowledge transfer to revenue cycle management and bench support

Can revenue cycle services help your organization?

If these questions resonate with your organization, our team can help. Contact us today.

- Has your organization experienced rapid growth in the last few years, particularly its physician practice groups?
- Are you currently pursuing any acquisition targets?
- Have your revenue cycle key performance indicators significantly changed in the last few months?
- Are your revenue cycle workflows standardized?
- Is your organization going through or planning any changes to information technology?
- Do you have any issues related to organizational culture?
- Are your resources leveraged correctly to drive best practice efficiencies?
- Where do you think your gaps are within your revenue cycle operations?
- Has your organization undergone a revenue cycle assessment in the last few years? If yes, what were the results?
- Is your organization ready for ICD 10 from a revenue cycle perspective?

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