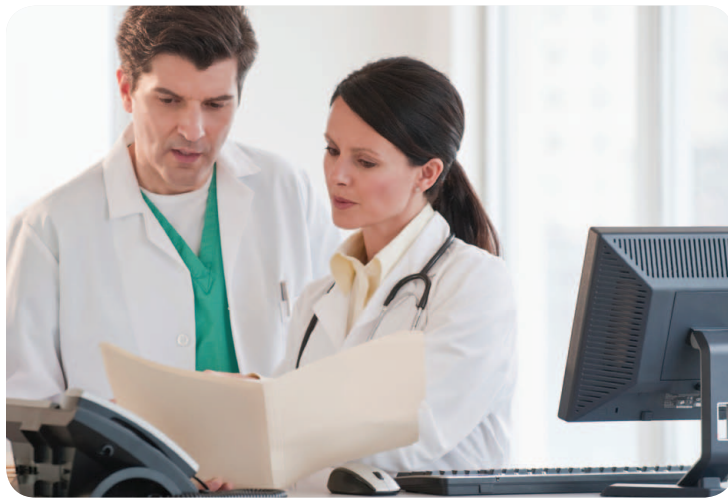


Revenue Cycle Enhancement and Financial Performance Solutions

Many of today's healthcare organizations and physician practices are struggling with ineffective processes for gathering patient and charge information.



Are your charge master files and reimbursement tables causing you to under-charge or not charge for services and supplies?

Do you need help managing resources and productive time of staff to prevent rework and lost or uncollected revenue?

Is disproportionate working capital tied up in receivables, resulting in high collection costs?

Your revenue may be lost in inefficient processes. Your cash may be tied up in claims administration and accounts receivable. If either is the case, they're not available for productive assets such as new technology and services to enhance quality of care and improve patient satisfaction.

To free your revenue, turn to Healthcare Solutions.

Revenue Cycle Enhancement and Financial Performance Solutions

Our Solutions

We can resolve your revenue and cash challenges. Our Revenue Cycle Enhancement and Financial Performance Solutions start with a basic premise: we look at what you have and help it function better – without a huge cash outlay for new technology. Our services include:

Business Process Evaluation. We evaluate and correct your business processes from the point of scheduling, through charge capture, and on through billing and accounts receivable. Proven tools and methodologies help your staff become better trained and reach their goals.

Technology and Workflow Optimization.

We guide your strategic plans by optimizing information systems and restructuring workflows. Our solutions enable your information technology systems to optimize processes that would otherwise cause major productivity issues. We combine creative and secure use of the Internet to dramatically shorten the revenue cycle time, and turn your medical services into cash.

The Issues We Address

- **Opportunity Evaluations.** Identification of primary opportunities for enhancement, reimbursement, cash flow and A/R
- **Process Analysis, Redesign and Implementation.** Business processes and workflow, from patient scheduling through charge and coding data capture, to claim production and management
- **Financial analysis, improvements and resolution.** Accounts Receivable, Managed Care Contract
- **Coding Accuracy.** Health Information Management (HIM) Medical Records evaluations and process improvements
- **IT Optimization.** Planning, implementation and ongoing support
- **Consulting.** Charge Description Master (CDM) and Ambulatory Payment Classification (APC)
- **Facilities Management.** Leadership and staff responsibility, process improvement, interim or long-term management team
- **Revenue Cycle and Process Evaluation (RCPE).** Best-practices toolkit, including processes and training

Our Value

Our start-to-finish revenue cycle enhancement and cash flow solutions will:

- Identify new sources of revenue
- Improve the charge capture process
- Accelerate the conversion of bills to cash
- Reduce days in accounts receivable
- Improve return on IT investments
- Improve data integrity throughout the system
- Deliver accurate decision support reporting
- Improve employee morale, productivity and tenure
- Provide employee cross-training opportunities
- Provide access to working capital to fund initiatives
- Improve operational effectiveness and productivity throughout the organization (scheduling, registration, charge capture, medical records, claims production, management).

Our Credentials

We're uniquely positioned to assist healthcare organizations with Revenue Cycle Enhancement and Financial Performance Improvement services. We have a track record of providing comprehensive, proven solutions exclusively to the health industry. And we know the full range of vendor products, having completed clinical and business information technology and management engagements for more than 4,000 clients.

Our consultants are versed in nearly every healthcare IT vendor application suite in the marketplace, including:

- Siemens
- McKesson
- MEDITECH
- GE Healthcare
- Eclipsys
- QuadraMed
- Cerner
- Lawson
- And many others.

Our Results

Our integrated approach to revenue cycle enhancement delivers:

- Accelerated 60 to 90 days cash cycle
- New revenue source identification
- Manual process reduction
- Staff awareness of their impact on cash flow
- Obstacle identification and resolution
- Stronger, sustainable financial performance in both the short and long term.

Contact Us

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About Xerox

Xerox is the world's leading enterprise for business process and document management. Its technology, expertise and services enable workplaces – from small businesses to large global enterprises – to simplify the way work gets done so they operate more effectively and focus more on what matters most: their real business. Xerox offers business process outsourcing and IT outsourcing services, including data processing, healthcare solutions, HR benefits management, finance support, transportation solutions, and customer relationship management services for commercial and government organizations worldwide. The company also provides extensive leading-edge document technology, services, software and genuine Xerox supplies for graphic communication and office printing environments of any size. Xerox serves clients in more than 160 countries.

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