



WESTERN HEALTHCARE ALLIANCE

## REVENUE CYCLE ASSESSMENTS

# Billing, collections and cash flow improvements

Even with a decline in resources, you are being asked to do more with less. If you are like many healthcare organizations, you may decide to undergo a revenue cycle assessment due to management changes, a new practice management system, staffing adjustments, workflow augmentations or technology conversions. We understand how important it is to identify the opportunities where you can gain efficiencies, recover revenue and better manage the margins in your revenue cycle.

Western Healthcare Alliance (WHA) has conducted numerous revenue cycle assessments, and while each assessment is different, our methodology is consistent and proven. Each assessment provides a comprehensive analysis of your technology, processes, data and staff. We base our approach on your distinct business needs, priorities and organization, while ensuring that we do not alienate your staff or disrupt your operations.

### *The Process*

An initial analysis is conducted to uncover the needs of your organization to evaluate the level of engagement needed to determine cost of the service. Next, an overall analysis of your facility is conducted to assess opportunities to improve long-term operational and financial performance. This includes gathering of information and data; review of processes and organizational structure; review of Medicare cost report, contracts, licensure status, medical charts, chargemaster and pricing. An on-site visit by a team of specialists will review operations, CAH reimbursement and regulatory issues.

### *The Results*

We focus not only on slashing costs, but also on identifying revenue opportunities that organizations may be missing. This can include staffing changes, chargemaster review, fixing CPT and revenue codes, pricing study and uncovering missing services that should have been billed for. By using our services, numerous Critical Access Hospitals have substantially improved their bottom lines.

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### *Who is this for?*

- ▶ Hospitals needing to make immediate cash flow improvements
- ▶ Executives wanting to provide dashboard type communication to Boards of Directors and community stakeholders
- ▶ Directors needing detailed information to improve processes for billing and collection, optimize staffing and improve/consolidate policies and procedures

*Collaborating to improve rural healthcare*

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