

Clinical Consulting, Recruiting & Revenue Recovery

Building Leaders,
Transforming Hospitals
& Improving Care

HealthTech

Over **50 years** of keeping
community hospitals
profitable and healthy.

We know you are committed to improving patient care and maintaining viability for your facility, however, it can be difficult managing everything on your plate, especially in a rural hospital. With increasing regulatory demands, and requirements to do more with less, you may be seeking support to help you while considering your bottom line.

Western Healthcare Alliance (WHA) partners with HealthTech to provide the support you need. As former hospital leaders and executives, they understand rural healthcare and know the challenges of staying up-to-date with the continuous changes that occur every day.

Swing Bed Consulting

Swing beds are a vital service line for Critical Access Hospitals, playing a key role in both meeting community needs and strengthening financial performance. Unfortunately, swing beds remain under-utilized in many Critical Access Hospitals — often due to staff not fully understanding swing bed criteria, insufficient marketing efforts to capture referrals from acute care hospitals, or both.

Whether you're launching a new swing bed program or expanding an existing one, HealthTech can complete a feasibility study that includes a competitor analysis, volume and reimbursement projections, cost projections, and the development of an operational plan.

**Reach out to HealthTech to start
your feasibility study today.**

Carolyn St. Charles

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Mock Surveys

HealthTech provides Mock Surveys to assess survey readiness including organizations accredited by the Centers for Medicare and Medicaid Services, The Joint Commission, Det Norske Veritas, and Healthcare Facilities Accreditation Program.

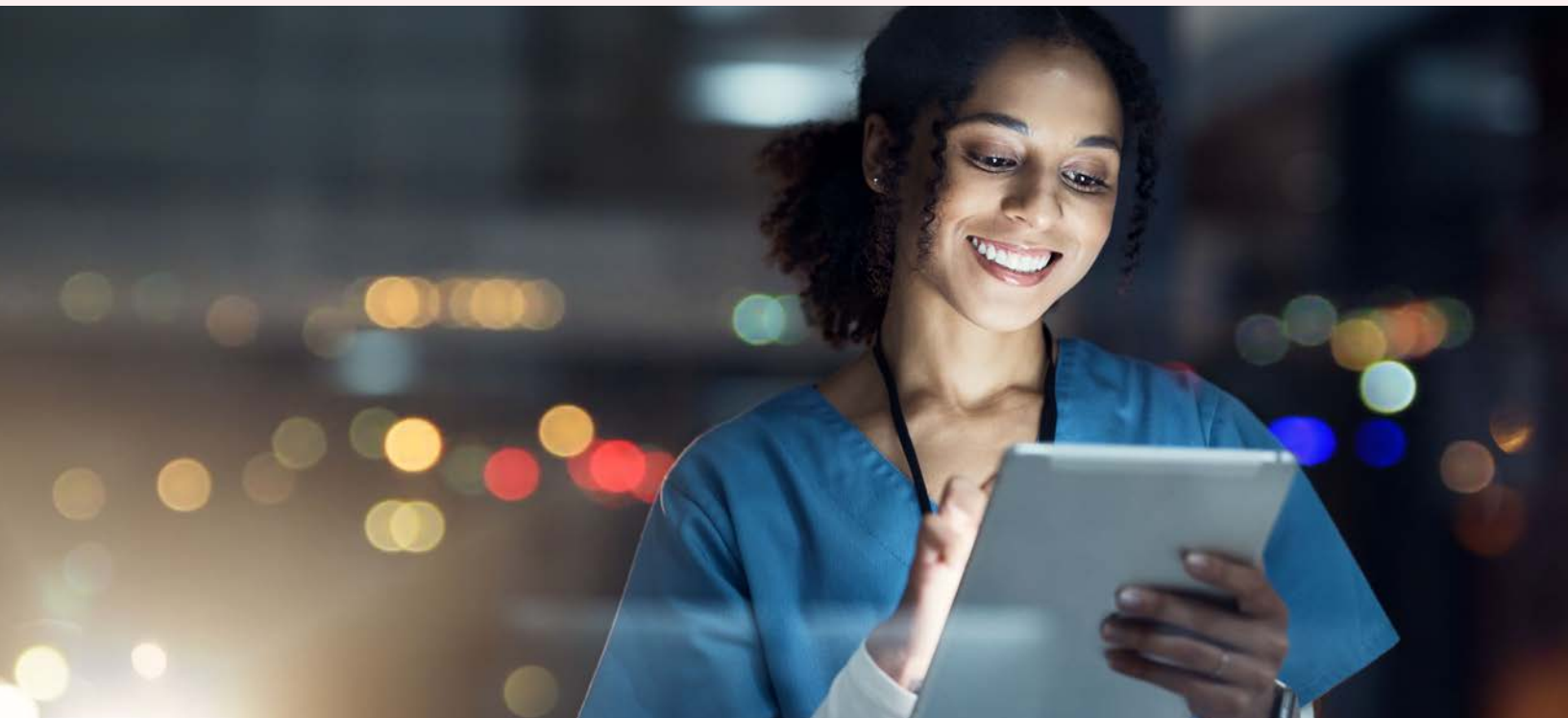
They provide surveys and assist with plans of correction for PPS and Critical Access Hospitals, Home Health and Hospice, Skilled Nursing Facilities, and Rural Health Centers.

**Learn more about
HealthTech's Mock Surveys.**

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"HealthTech provided a comprehensive mock survey for our Critical Access Hospital. We appreciated the external review of our systems and processes, as well as collaboration with experts to implement process improvement strategies and best practices within our organization."

-Executive Director of Operations, Spanish Peaks Regional Health Center

Hospital Recruiting

Impekkable

Through HealthTech's staffing company, Impekkable Staffing, members have access to executive recruiting and interim staffing. With competitive fees and an **89% satisfaction score**, Impekkable can help you fill positions quickly.

Impekkable offers comprehensive staffing solutions to rural and Critical Access Hospitals across the US tailored to your specific needs. Whether you require a CEO, VP, Director, or Manager/Coordinator, Impekkable is dedicated to delivering exceptional results for both short-term and long-term needs.

Impekkable staffing partners with WHA members to place not only the best individual talent but also to create some of the most exciting hospital teams nationally.

Find out how HealthTech can assist with recruiting.

Amy Lowe

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Revenue Recovery

Through HealthTech's revenue recovery partner, Impekkable Technology, members have access to tools to help recover more money for your organization.

US healthcare providers lose 1–4% of annual revenue to claim denials, billing errors, and payment variances. Rising payer complexity, staffing shortages, and manual workflows are compounding the problem — weakening A/R performance, increasing compliance risk, and making it harder for hospitals to identify, prioritize, and recover missed revenue at scale.

Zero Balance Recovery

Many rural and Critical Access Hospitals are losing revenue in “closed” zero balance accounts—claims that appear complete but were underpaid or processed incorrectly by payers. It's invisible leakage that adds up quickly, especially in today's margin environment.

Impekkable Technology uses a technology enabled review to **identify and recover these dollars** without adding work to your staff. It's a straightforward, low lift way to improve cash flow while giving you clearer visibility into payer performance.

Insurance Discovery

Almost all hospitals miss between **3 and 5%** of active insurance coverage or coverage that has a higher yield. Impekkable Technology works to identify undisclosed or retroactive insurance coverage to convert self-pay and unresolved accounts into reimbursable claim opportunities.

Reach out to see how you can start recovering lost revenue today.

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