Prescient Practice Management

Revenue Cycle

Accounts Receivable

Consulting

Value Proposition

Revenue Cycle Integrity

Revenue Cycle Services at work for you

Optimize Cash Flow while mitigating aged Accounts Receivable

Streamlining sustainable workflows are vital in developing strategies when managing revenue. Utilizing technology and leveraging experience produces opportunities for clean claim submissions, allowing for optimal cash flow.

Consequently, implementing aggressive accounts receivable campaigns, which are payer specific, establish a process in collecting on aged claims. This usually helps identify inconsistencies that can be addressed to optimize future claims adjudication .

We apply a consultative, collaborative approach, and typically, can produce a suite of services that best matches the needs of our clients. Further, we provide the analytics they need to measure "success".

Solutions-based organization Focused on REVENUE for your practice

- Billing and Collections s
- Credentialing/Recredentialing
- Consulting
- Accounts Receivable review
- Value Proposition

flexible solutions for your practice

Regardless of Specialty, Location, and EMR Infrastructure, we can help

Our National Solutions offering is agnostic to Practice Specialty. We work with our clients to establish, and look for teaching opportunities based on current billing rules and trends. We monitor fee schedules to ensure no money is left on the table, and advise and can assist in provider network participation.

Establishing an open line of communication is imperative for any relationship, and the focus of our affiliation is to become a trusted partner for the practice. We have helped launch about 65% of all of our current accounts, and through predictive analytics, we can start looking at opportunities for revenue segmentation for future practice investment prospects.

"PPM has been a vital partner in our growth and development. Their team has been quite patient, and helpful in quickly establishing my practice with payers aligning with my referral base. Asked them to speak to my Residents about Practice Management, and the importance of establishing a foundation for credentialing and setting expectations with regards to billing" - Tim H., MD

Credentialing/Recredentialing

Complimenting services relating to optimizing revenue, includes participation strategies with 3rd party payers. We establish strategies collaboratively with our client-partners, and launch participation campaigns. These services are offered to current (and prospective) client-partners as a revenue alignment strategy.

Accounts Receivable

Many hidden billing inconsistencies are found in the investigation of an aged accounts receivable.

We take a comprehensive approach to investigating an established aged accounts receivable. Remediation efforts for collectable candidates are enforced, and documented. Results of trends are communicated and included on any workflow enhancements to help eliminate future challenges with claims. Uncollectible charges are identified, and strategies are proposed to help protect potential future lost revenue.

Business side of Medicine

Our organizational philosophy is to appreciate, and honor, the mission statement of your practice, but our objective is static...to Maximize Revenue. Collectively, we will continuously evaluate improvement opportunities. Presenting analytics and setting goals help us set expectations.

Onboarding Process

The goal of any onboarding is to try for seamless transition, however, there are always unique circumstances that cause some resistance. Understanding there will be some areas that require more attention than others, helps establish our line of communication. We systematically identify the migration areas, set timelines, and roles. By measuring the migration efforts by milestones, we can mitigate disruption in your revenue streams.

Migrating from another Billing Service

Timing is important when migrating from another billing service. Depending on the terms of your current agreement with your legacy billing company, we build structures in place to ensure the go live date contain all KPI and elements needed to effectively assume responsibility of your revenue, regardless if we are assuming management of your Practice Management application, or if you are migrating to our infrastructure. The existing Accounts Receivable has a unique plan as well, and will be established based on your scenario, but we need to ensure aged claims are aggressively pursued.

Migrating from an internal department

Elements from this type of migration are always unique, but consistent. Helping determine costs involved with maintaining current systems, to how to manage the aged accounts receivable are all discussed. Collectively, the most cost effective solution will be presented and independent implementation strategies will be established.

Value Proposition - Extended

We are flexible in working with practices in need of our support and expertise.

As a Solutions-based organization, we established partnerships with Attorneys, Insurance Brokers, Wealth Management professionals, Real Estate Agents that we trust with our client's needs, and can participate in conversations (no cost). Recently, we helped our client partners with some of the following, based on their needs:

Practice Advisory Services/Consulting

- Strategies relative to tax opportunities
- Building financial path for Junior Partners/Partners
- Practice Valuation (buying or selling)
- Owner Physician & Associate Physician compensation structuring & bonus calculations
- Practice valuations (Certified Valuation Analysts)
- Practice mergers & acquisitions
- Selling a medical or dental practice
- Due diligence

Medical Office Insurance products

- Occupation Specific Disability Insurance
- Buy/Sell Agreements including valuation exercises
- Employee Health insurance products
- Employee Retirement Solutions

Accounting services

- Monthly accounting responsibilities
- Monthly comparative financial statements
- Trailing twelve month trending analysis
- Budgeting & forecasting
- Monthly bank reconciliations

Tax Compliance

- Corporate and Personal Tax Filing
- Corporate/Business, Individual, Fiduciary (Trust & Estate), Payroll, and Sales & Use Tax preparation services
- Individual income tax planning & quarterly income tax projections
- Advanced estate/wealth transfer planning
- Business succession planning
- State & local income tax considerations/filings

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