

## Revenue Cycle Management



Origin Healthcare Solutions is the leading provider of integrated healthcare informatics and intelligent revenue cycle solutions to healthcare organizations. Revenue Cycle Management comprises all of the processes and efforts that you, as a healthcare provider, undertake to receive payment for services. Revenue Cycle Management activities begin at the first point of contact with the patient and continue throughout the patient life cycle. We have the infrastructure and administrative expertise needed to effectively manage the entire revenue cycle to ensure you receive maximum, timely reimbursement.

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We offer a comprehensive suite of Revenue Cycle Management and medical billing services including:

- Training
- Credentialing
- Financial reporting/Analytics
- Contracting
- Pre-registration/Insurance/Eligibility verification
- Coding
- Claims scrubbing
- Charge entry
- Claims submission
- Claims management
- Insurance follow up
- Denials/Appeals processing
- Payment posting
- Patient collections

# REVENUE CYCLE MANAGEMENT

## Imagine Your Practice Made Perfect

For decades, our robust portfolio of business process solutions has shown repeated success in boosting financial performance and workflow efficiency for healthcare providers.

Origin offers an all-inclusive product portfolio that will help your practice increase cash flow, accelerate reimbursements and inform business decisions. Origin connects multiple data sources with innovative software and web-based solutions to leverage operational improvements for long-term business success. We combine robust data modeling with specialty-specific elements into a Revenue Cycle Management platform that optimizes workflow and performance. Our technology platform automates historically labor intensive functions into repeatable, scalable electronic functions by combining unparalleled management and workflow functionality.

“Approximately 90% of medical claims denials are preventable”.

*Source: CFO Leadership Strategies for Managing Denied Claims*



## Why Outsource?

Management of a physician practice is growing more complex every day. Reimbursement rates are declining and operating costs are rising. Complicated payment systems, billing processes and compliance requirements can lead to decreased profit margin and slow collections. As a result of these challenges, many healthcare organizations are outsourcing either all or part of their revenue cycle functions:

- To provide the highest quality patient care instead of expending resources on non-core administrative services
- To decrease the rising administrative costs and bad debt associated with the growing complexity of the medical billing and reimbursement landscape
- To keep pace with the growing use of technology by the government and payors to adjudicate claims
- To seamlessly integrate electronic health records and other technology that will improve workflow
- To mitigate intensifying clinical governance and reporting regulations and professional liability exposure

## Continued Success

Origin uses proprietary business and clinical intelligence technology to progressively optimize the operation and value of our Revenue Cycle Management services, allowing us to maintain one of the lowest average accounts receivable days outstanding in the industry. Use of this analytics and reporting technology also enables the integration of medical billing data with other financial, clinical, supply chain, contract management, compliance and physician productivity data, allowing for easy identification and quick resolution of specific workflow issues.

## Customized Business Solutions

Unlike many Revenue Cycle Management service providers, Origin can service multiple specialty areas across the entire physician market using an advanced technology platform and efficient operating model. We have created operational “centers of excellence” that develop and maintain the strong domain expertise and specialized technology and service capabilities to serve specialty practices such as anesthesiology, cardiology, pathology, radiology and surgery. Origin is a trusted business partner to specialty physicians nationwide, each with specific needs. We offer tailored solutions using resources from a comprehensive platform of integrated services, so you can reap the following benefits:

- **Increased efficiency**  
*We handle billing-related phone calls and paperwork so you can spend more time with patients.*
- **Increased revenue generation**  
*Faster claim processing, prompt denial management and an industry leading first-pass claims resolution rate of over 98% allow our clients to experience increased cash flow.*
- **Informed business decisions**  
*We provide a real time view of organizational performance so you can identify areas in need of improvement.*
- **Customized reporting**  
*Monthly custom reporting on key metrics allows you to view the progress of your practice in greater detail.*

- **Regular compliance, legislation and governmental updates**

*We closely follow and abide by all rules, regulations and requirements and notify you of any important changes that may impact your organization.*

- **Assistance with contract negotiations**


*We provide detailed, historical information on an ongoing basis that will help to inform the negotiation process.*

- **Leading edge technology and systems**

*Origin is always improving to ensure maximum security and the swift retrieval of data with seamless integration of the latest technology.*

Origin has a top-tier management team with significant experience in both the healthcare Revenue Cycle Management and information technology industries. Our executive management team has a wealth of experience building and operating technology and healthcare businesses. This unique combination of specialized skills and domain knowledge has been instrumental in the development of the company’s highly differentiated technology and service platform.

We maintain one of the lowest average accounts receivable days outstanding in the healthcare industry



**Let Our Experience Work for You.** Origin Healthcare Solutions is a leading provider of Revenue Cycle Management and business and clinical intelligence solutions that have demonstrated repeated success in boosting financial and clinical performance and workflow efficiency for healthcare organizations of all sizes.

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Revenue Cycle Management • Business & Clinical Intelligence • Integrated Practice Management & Electronic Health Record Software • Practice & Financial Management Consulting • Transcription Services

Contact us to learn more.

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