

WHY MEDICAL PRACTICES SHOULD OUTSOURCE BILLING TO MEDOPTIMA

Many medical practices are re-evaluating whether they should continue to perform billing internally. If your practice is considering outsourcing its billing to a professional billing company, here are some compelling reasons why MedOptima should be on your short list.

Reason 1: We Are Experts at What We Do. At MedOptima, our entire focus is on continuously improving our clients' billing performance. Our team includes experts in practice management, software, and lean operations as well as certified coders who in addition to running day-to-day operations, also provide consulting and training services.

Reason 2: Our Billing Performance Is Better than Industry Benchmarks. MedOptima's state-of-the-art technology, lean processes, and best business practices produce billing performance results which are better than Medical Group Management Association (MGMA) benchmarks:

- Our median days in accounts receivable is 34, the MGMA median is 44*.
- Our mean net collection percentage is 99 percent. The MGMA mean is 96.7 percent*.
- Our mean for first pass clean claims is 99 percent. The industry mean is 92 percent.

Reason 3: We Help Improve Revenue. MedOptima has increased revenue for our clients by a median of 10.2 percent in the second year of billing. *This is not a guarantee since some factors such as patient volume and reimbursement cuts are out of our control.*

Reason 4: We Control Costs. MedOptima allows medical practices to improve billing performance for a similar or lower cost than internal billing. MedOptima's fixed fee also eliminates future cost increases from billing staff salaries, benefits and billing software.



MedOptima is not a traditional billing company. We optimize practice performance so you enjoy more revenue, faster payment times, fewer payment hassles, and enhanced compliance.

** Office-based practices.*

CORPORATE HEADQUARTERS

10351 Dawson's Creek Blvd, Suite D | Fort Wayne, IN 46825
T: 260.969.1950 | F: 260.969.0988 | www.MedOptima.net

Reason 5: We Use State-of-the-Art Billing Technology. MedOptima has selected and vetted the best in billing software and technology so you don't have to. They include:

- Allscripts Professional PM Practice Management Software
- Billing Workflow Management Software
- Advanced Claims Processing Software
- Credit Card Pre-authorization Software
- Patient Eligibility Software
- Client Portal for 24/7 Access to Reports
- Data Mining Software
- Patient Portal for Online Payments
- Electronic Document Management Software
- Dashboard Software—Coming Soon

Reason 6: We Eliminate Worries About Staffing and Training. MedOptima has a broad team of expert billing staff so you never have to worry about losing a key biller or coder, or deal with the hassles of billing staff turnover. We also train front desk staff on insurance issues, software utilization, patient financial policies, and other billing or process-related activities.

Reason 7: We Provide Detailed Financial Reporting. MedOptima provides clients with a detailed monthly reports package that includes key performance indicators, payer mix trends, accounts receivable aging details, provider coding patterns and productivity, and revenue center performance. We're happy to provide custom reports.

Reason 8: We Monitor Payer Performance. MedOptima provides our clients with payer performance data, payer contract review and recommendations, and contract negotiation assistance.

Reason 9: We Perform Quality and Compliance Audits. MedOptima conducts periodic physician coding audits to identify opportunities for improved revenue by reducing undercoding of services. We help reduce compliance risks due to inadequate documentation of services. We offer coding and documentation training and feedback sessions to physicians after the audits. We also can provide specialized audits of certain services and payers as needed.

Reason 10: We're Accessible and Available. MedOptima has offices in Fort Wayne and Merrillville, Indiana, which provides a local resource for clients. We are available to attend client board meetings and meet with practice managers and partners to provide updates on billing performance. For larger practices in Indiana, Ohio, Michigan, Kentucky, or Illinois, we may open satellite offices.

Reason 11: We Implement Patient Financial Policies. Our patient financial policies are designed to improve patient collections and patient relations by establishing clear payment expectations for patients and your front desk staff. We also can provide policies for turning accounts to the collection agency, HIPAA notices and other billing related issues.*

Outsourcing billing to professional experts like MedOptima who are focused exclusively on billing can improve the financial and compliance performance of your medical practice. It's a solution that starts with a conversation. Let's talk.

** MedOptima does not provide legal advice.*

CORPORATE HEADQUARTERS

10351 Dawson's Creek Blvd, Suite D | Fort Wayne, IN 46825

T: 260.969.1950 | F: 260.969.0988 | www.MedOptima.net