

# Conquer small practice billing challenges



**Which payment pathway is best for your practice?  
Consider the following to help you decide.**



## The landscape

### The **small practice** is threatened

For the first time since AMA began documentation, **less than half** of patient care physicians have an ownership stake in their practice.<sup>1</sup>

**90%**

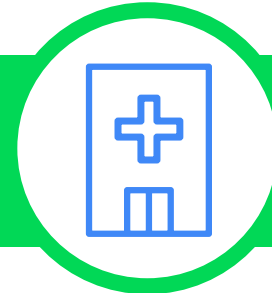
of independent practices remain unprepared for the challenges of implementing value-driven care.<sup>2</sup>

**96%**

of practice leaders report inefficient billing processes.<sup>3</sup>

**97%**

of independent group and solo practices experience high business staff turnover.<sup>4</sup>



## The practice



### Mesa OB-GYN

A small private practice with 2.5 practitioners

Single biller was overwhelmed, and it was impossible to find equally capable biller to help.

Enter **Greenway Revenue Services**, using a 3-pronged approach:

**Review older accounts**  
to identify which could be resubmitted for payment

Help practice **update current claim practices** to ensure timely, accurate filing

**Train office staff** for accurate intake, insurance verification, and requesting patient copays up front



## Results

	<b>Before</b> Greenway Revenue Services	<b>After</b> Greenway Revenue Services
Average days in A/R	<b>54</b>	<b>36</b>
Reimbursements within 60 days	<b>50%</b>	<b>72%</b>
Clean claims rate	<b>72%</b>	<b>84.6%</b>
Average amount per visit	<b>\$73</b>	<b>\$123</b>

**“If Greenway Revenue Services had not come into my life, I don’t think I’d be in private practice today.”**

- Dr. Ernesto Gomez, Mesa OB/GYN

**Rated No. 1** ambulatory revenue cycle management service by healthcare providers in the 2018 Best in KLAS: Software and Services report.

Discover how **Greenway Revenue Services** can help turn problematic billing practices into profitable ones.

**Learn more**