

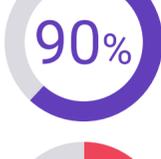
Is your practice positioned for long-term financial health?

5 questions to let you know



1

Do you have a comprehensive revenue cycle management strategy?



of providers still use paper and manual collections processes



of providers report a year-over-year increase in patient responsibility



of providers say it takes more than a month to collect

2

Are employees educated on best practices for billing and coding for major insurers and government health plans?

\$325M

Amount practices forfeited just by downcoding established patient office visits

\$25

Average cost to rework a claim – more than the average hourly wage for a biller

"The business of all medical practices has become increasingly more complicated and time-consuming. We love taking care of our patients' healthcare needs, but have gladly turned the business aspect of claims and denials over to Greenway Revenue Services!"

—Ingrid Vega, office manager, Dublin-Macon Cardiology, PC

3

What is the average number of days in A/R?



"Our average days in A/R on a monthly basis used to be over 136 days. Now they're down to 36 steadily, which is a great return for anybody."

—Xavier Anderson, general manager, Valley Day & Night Clinic

30-40

Days in A/R should be between 30 and 40 preferably, or below 50 days at a minimum.

4

Is your staff trained to achieve optimal productivity?



81%

of providers cannot collect amounts more than \$1,000 within 30 days

67%

of providers are concerned about collections

5

Are you prepared for value-based reimbursement?

34%

of healthcare payments are tied to value-based care, representing 226 million Americans, or 80% of the population covered by insurance

93%

of practices do not have a strategic plan for value-based care or population health management

95%

said they lack the information technology or in-house expertise required for value-based care

Greenway Revenue Services is a partnership. We're an extension of your team that understands your challenges and offers tools and training to optimize billing practices at every step in the revenue cycle.

We manage the revenue cycle from the first patient encounter to collections and beyond, optimizing every practice function.

Get to know the revenue services team that generates:

- An average 32% reduction in days in A/R
- A first-pass acceptance rate of 98% for customers using Greenway Clearinghouse