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SYNOPSIS:

CPa Medical Billing (CPaMB) was introduced to Dr. Ron Jurzyk of Advanced Dermatology in 2014. Dr. Jurzyk's current billing company was closing due to the owner retiring and needed a new vendor to perform revenue cycle management. The practice was financially stable and content with the current billing services. CPaMB was asked to take over what appeared to be a stable process.

Within 30 days, a performance optimization assessment was completed and the practice was on-boarded and integrated into their existing EMR system, EMA (Modernizing Medicing).

CPaMB's initial findings included (but not limited to):

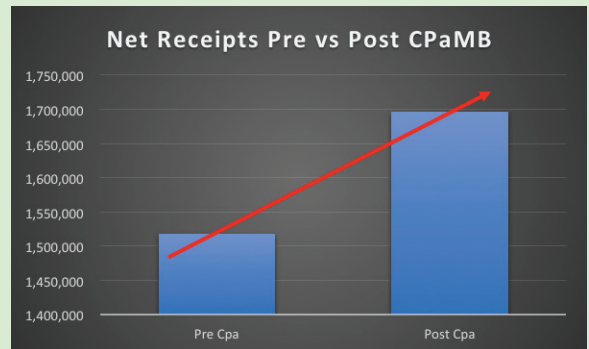
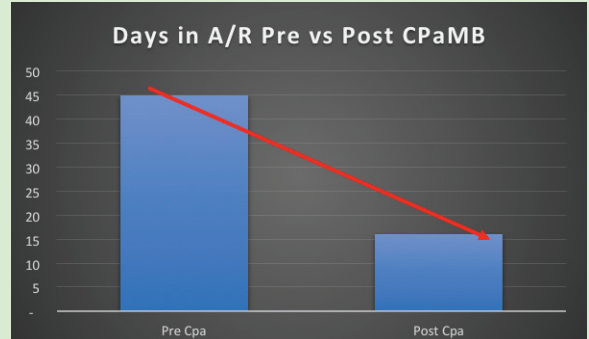
- Poor workflow processes for electronic capture of charge entry
- Significant delays in remit payments and denial postings
- Poor A/R follow-up
- Lack of timely billing procedures

CPaMB's expertise in dermatology revenue cycle management along with an experienced billing staff made dramatic and immediate improvements.

Improvements included:

- A significant decrease of days in A/R from 45 days to 16 days
- Practice revenue growth of 11%
- 99% of all charges captured and submitted electronically within 48 hours
- Payment remit and denial postings are processed daily
- Denials/rejections are reviewed within 24 hours of receipt

DATA:



RESULTS:

| | Before CPaMB | After CPaMB | Improvement |
|---------------|--------------|-------------|-------------|
| Days A/R | 45 | 16 | 64% |
| Cash Receipts | 1,517,889 | 1,696,538 | 11% |

CPa Medical Billing's commitment to providing high quality, detail oriented, customer friendly services resulted in an improvement in cash flow and a reduced account receivable.

Advanced Dermatology was running smoothly with sound financials and a profitable practice. However, the practice was unaware of major inefficiencies and unrealized lost revenue which left plenty of room for improvement. By implementing strategic changes and optimizing processes the practice has enjoyed revenue growth with the same number of providers!

CPaMB HAS BECOME THE OFFSITE BILLING DEPARTMENT FOR THIS DERMATOLOGY PRACTICE AND A TRUE PARTNER IN ASSURING SUCCESS FOR THE PRACTICE.