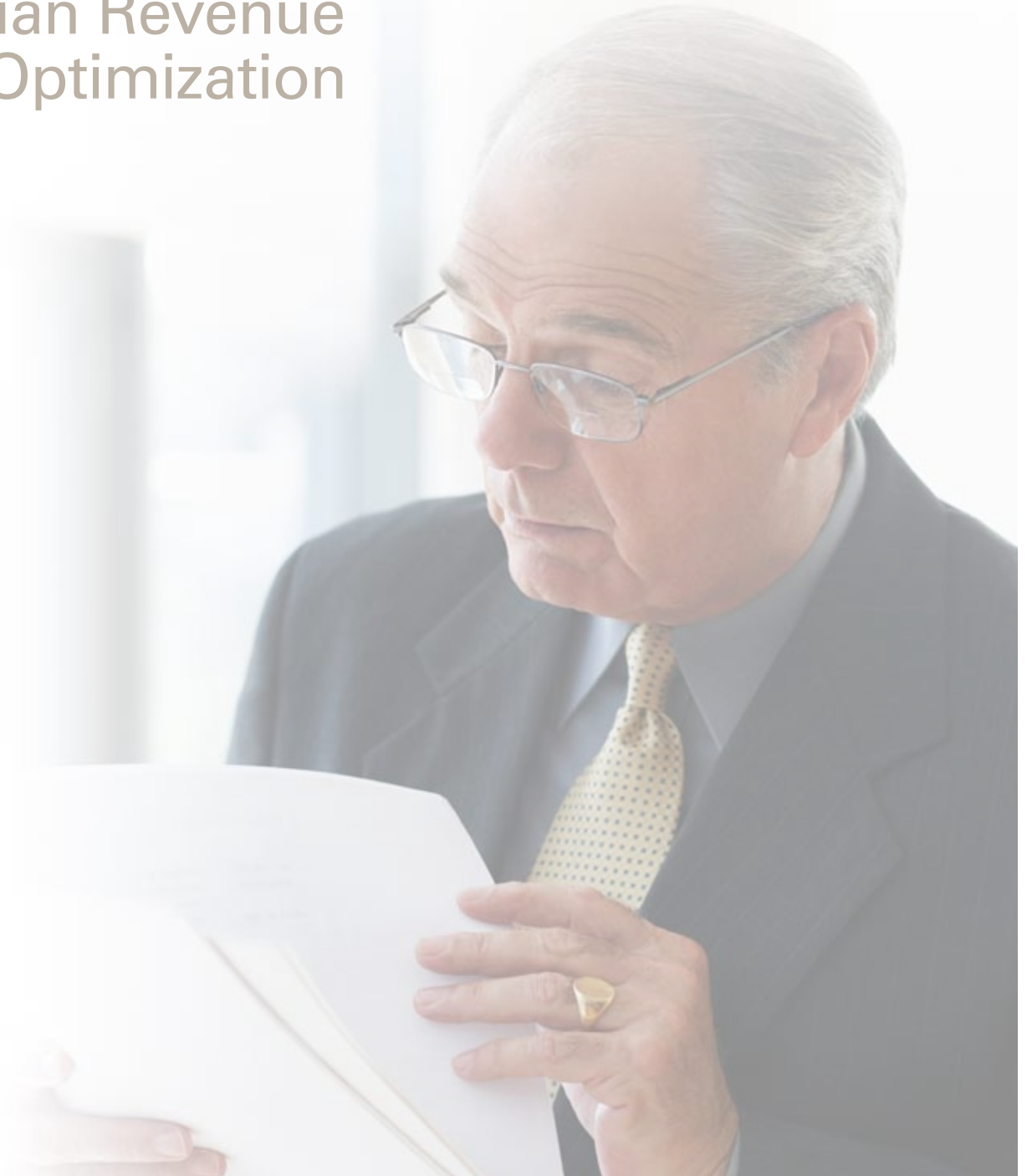


INGENIX[®]

Physician Revenue Cycle Optimization





Sure, administrative costs erode your revenues. Old news. New news: You can soon begin reclaiming some of your gross billings going forward with an ROI of up to 4:1 and no loss of transparency or control.

Challenges

Excessive accounts receivable days. Denials. Underpayment. Underbilling. These administrative costs eat into your revenue and can weaken your bottom line. What if you could minimize them?

- Imagine how your cash flow would improve if you could trim down the time that elapses between the date of service and the date of complete payment.
- Suppose you could reduce claim rejections and denials.
- What if you could limit the amount of revenue lost to underpayments?
- Finally, consider how much revenue you could protect by curtailing underbilling on administered services.

Ingenix solutions can help you cut your receivables carrying cost, reduce your resubmission cost, and shrink your underpaid revenue. Our solutions are designed to help you create cleaner claims with fewer denials or rejections. With them, you can avoid rework by catching claims issues at the least costly point—before they leave your hands.

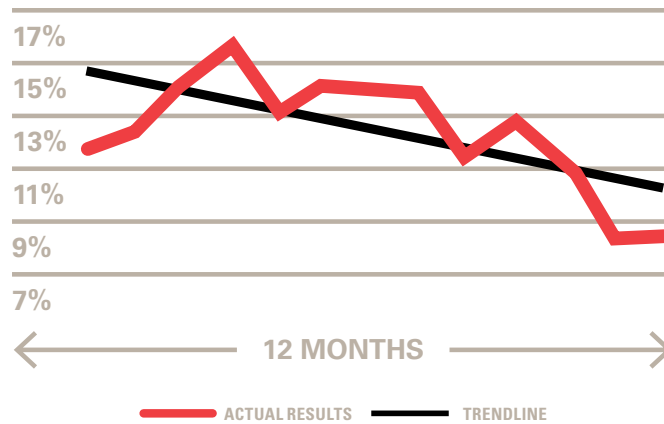
TransactionManager is an enterprise EDI solution that offers direct connection management, comprehensive EDI error checking, transaction content remediation and advanced reconciliation analytics. To exchange transactions with low-volume payers, integration with Transaction Exchange, Ingenix' EDI gateway, enables you to easily exchange transactions with over 1600 payers. Our tools interface with your practice management system to automate your critical operational processes and improve cash flow. Principally, we help you:

- Move error checking and other traditionally post-billing processes up front
- Connect directly with your most significant trading partners
- Take a more assertive stance on fair and accurate payment

The result is reduced administrative costs and accelerated claims payment.

Coding Rejections as a Percent of Bills*

Decreased denials or rejections result in less rework, lower costs, and faster payment



*Actual data from the University of Utah Medical Group

1. Ingenix ClaimsManager™

ClaimsManager is a powerful and proven tool that enables physician practice groups to review claims before submission to reduce claim denial rates, shorten accounts receivable cycles, and increase the rate of collection.

2. Ingenix ContractManager™

ContractManager helps physician practice groups manage payer contracts centrally by identifying variances, modeling contract terms, and generating appeals.

3. Ingenix TransactionManager and Transaction Exchange™

Ingenix TransactionManager puts EDI control into your hands. TransactionManager simplifies direction connection management with your high-volume payers, checks for HIPAA and payer companion guide errors, automates transaction content remediation, and enables advanced reconciliation analytics.

Models have shown that a provider group exchanging 1.5 million transactions annually using both TransactionManager and Transaction Exchange could save up to \$131,000 per year in transaction costs—55 percent or more.†

Solutions

Ingenix ClaimsManager is a rules-based, front-end clinical editing tool that offers one of the most customizable rules engines in the industry. It features robust database editing functionality and can help you attain financial insights that contribute to better business decisions. ClaimsManager helps remove compliance uncertainty of claims submission and empowers you to:

- Stay current with new and changing guidelines
- Comply with Medicare and commercial regulations
- Generate reports to provide ongoing compliance monitoring

Ingenix ContractManager centrally stores your payer contracts and automatically tracks compliance with contractual fee schedules, modifiers, and carve-out reimbursement rates. It also identifies and flags claim variances, then easily generates and tracks your appeals for recovery. ContractManager can help you capture lost revenue, build and manage a more effective contract database, and enhance the efficiency of your workflow.

† Model is based on a provider group that exchanges 1.5 million transactions per year—of which 525,000 are claims. The cost of sending 80 percent of transactions direct and 20 percent through clearinghouses is compared with the cost of exchanging all transactions through a clearinghouse. Costs of TransactionManager product and Transaction Exchange are incorporated into savings estimates. Calculations are available upon request. This model is not a performance guarantee. Your savings may vary.

Ingenix TransactionManager puts EDI control into your hands. TransactionManager simplifies direction connection management with your high-volume payers, checks for HIPAA and payer companion guide errors, automates transaction content remediation, and enables advanced reconciliation analytics. For your lower-volume payers, Ingenix Transaction Exchange offers connections to nearly 1,600 payers. TransactionManager customers receive no-fee transactions via the Ingenix gateway, Transaction Exchange, on participating payers' transactions. They also pay low transaction fees for other payers' transactions—less money for better service. And Transaction Exchange is quick to deploy.

Key Features

- Ingenix offers a whole-systems engineering approach to physician revenue-cycle optimization.
- Ingenix solutions can automatically detect missing procedures.
- Ingenix automated appeals submittal makes it possible to increase underpayment recoveries.

Results

By reducing denials, decreasing rejections, and shortening accounts receivable cycles, ClaimsManager helps you to maximize revenue potential. And by lowering the relative number of claims you process, ClaimsManager also reduces the expense side of the equation. As your claims process becomes more streamlined, you may reallocate personnel to other revenue-enhancing areas.

With ContractManager, you can assess payer adherence to contract terms and respond to underpayments rapidly and appropriately. While the recovery of underpayments is central to ContractManager, the application offers opportunity for significant gains eclipsing the core function, including contract modeling, claims processing information management, and reporting. This tool helps you:

- Centrally manage contract and processes
- Programmatically identify and catalogue variances
- Customize payer appeal packages
- Support appeals with specific contract language
- Illuminate shortcomings in your internal business processes through internal audits
- Model the impact of proposed terms and rates before signing contracts

ClaimsManager and ContractManager help you better understand the impact of new contracts by using claims history to model proposed changes and forecast the impact more precisely. You'll also be able to more accurately project cash flow, reduce your risk of regulatory non-compliance, reduce transaction costs and reconcile claim-related transactions—automatically.

TransactionManager and Transaction Exchange enable rapid exchange of transactions with payers, enhance your ability to submit clean claims, provide visibility into the payers' claims status and eligibility systems, and reduce your EDI costs—ultimately helping you get paid faster with fewer rejections and denials.

Ingenix | Intelligence for Health Care | www.ingenix.com

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