



## Revenue Cycle Services

### **PYA offers professional services in:**

Audit Services  
Case Management  
Chief Medical Officer Services  
Clinical Advisory Services  
Fair Market Value Compensation  
Financial Consulting  
Health Information Management (HIM)  
Coding & Compliance  
Hospital & Physician Compliance Services  
Human Resources  
Internal Audit  
Litigation Support  
Managed Care  
Medical Economics  
Mergers and Acquisitions  
Performance Improvement  
Physician Coding Compliance  
Physician Services  
Quality Management  
Real Estate  
Reimbursement  
Retirement Plan Consulting  
Revenue Cycle  
Strategic Planning  
Tax Services  
Valuation Services

### **How will your organization prosper in the future?**

As costs continue to grow and reimbursement declines, healthcare providers are searching for answers to this question. Now more than ever, providers need to ensure that revenue cycle operations, both clinical and administrative, are well positioned to meet current and long-term objectives of the organization and the needs of the communities they serve. To achieve strategic, financial, and quality goals, revenue cycle operations must become more efficient and effective, from the initial point of patient access through final adjudication of patient accounts. PYA has assisted several healthcare providers with the evaluation, re-design, and re-engineering of revenue cycle operations. We've provided these services to hospitals and health systems, ranging in size from 60 to over 500 beds per facility. During these projects, we've not only identified opportunities for improvement but implemented sustainable solutions resulting in improved revenue realization, cost savings, and improved cash flow. Our Revenue Cycle Enhancement Services provide significant benefits, including:

- Quantifiable return on investment and improved cash flow.
- Integration of clinical, administrative, financial and strategic objectives.
- Qualitative and quantitative analysis techniques and methods.
- Automated analysis of paid claims versus contract rates.
- Efficiency gains, enhanced operating structure, and streamlined/controlled processes.
- Improved reporting for better decision making.
- Reduced compliance risks and customer service problems.
- Customized engagement scope and solutions

We will design a process that improves the outcomes of your revenue cycle. Our process is also dynamic, allowing us the flexibility to easily modify the project's scope should your needs change. Denial management, lost revenue recoveries, A/R management, and payor contractual compliance are just a few of our typical improvement targets. In turn, our clients receive significant, lasting benefits.

Give your organization the advantage of PYA's expertise and experience.

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## Example Revenue Cycle Projects and Outcomes

### Health System A:

- Comprehensive revenue cycle re-engineering of three hospital facilities, each containing independent revenue cycle operations.
- Included limited case management and collection agency assessments.
- Identification of potential cost savings/lost revenue recoveries - over \$1 million in potential cash underpayments identified for three service lines in one facility.
- A significant portion of the underpayments were recovered, and the remaining amount used in contract re-negotiations.

### Health System B:

- Comprehensive revenue cycle re-engineering at six hospitals, including implementation and interim management services.
- Included focused assessments of business office staffing/management, scheduling/registration, medical records/coding and denial management.
- Identification of potential cost savings/lost revenue recoveries - over \$7 million in potential cash underpayments identified in two facilities.
- Recovered in excess of \$4 million in underpaid claims.

With our dedicated staff of clinical, operational, and financial consultants we can address most issues within the revenue cycle. Areas addressed include: patient access, scheduling, medical records, case management, denials management, patient accounting, external collection functions, and other outsourced services.

Due to process improvements, underpayment recoveries, and productivity gains, the results of our revenue cycle services provide returns to our clients that are multiples of the fees incurred. Our experience in improving revenue cycle operations facilitates the development of the best possible solutions for our clients. Contact PYA today to learn more about our Revenue Cycle Enhancement Services or to discuss how we may assist your organization with revenue cycle improvement.

*Bridging Business  
and Healthcare*

**For additional information about  
how PYA can assist you,  
contact us toll-free at  
(800) 270-9629.**

**Visit our website at  
[www.pyapc.com](http://www.pyapc.com).**

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