accountability
    customize
solutions

perotsystems®

Our Value:

- 800+ highly experienced revenue cycle professionals
- Teams that can be onsite within 2 weeks
- Accountability for recovering your specific cash goals

Customized Onsite Revenue Cycle Solutions

—from start to finish

Your hospital needs to maintain a strongcash flow and maximize cash recovery. The quality of patient information and the heavy workload of health claims billing and collections must also be managed effectively.

Perot Systems provides customized onsite A/R solutions that focus on helping your business office considerably resolve aged receivables, improve your revenue cycle performance, and significantly increase cash like no other revenue cycle management company.

▷ Resolve Aged A/R,
Better Manage Your Revenue Cycle,
and Increase Cash

Recovering cash from aged receivables, undergoing a system conversion, or a system implementation all require effective A/R management. Perot Systems has more than 800 highly experienced revenue cycle professionals who have a comprehensive understanding of the hospital revenue cycle environment, as well as the healthcare receivables and reimbursement process. Whether it is Day 1, Day 150, your entire A/R, or a specific financial class, Perot Systems customizes our onsite solutions and provides a unique blend of expertise to meet your hospital's business requirements.

Our **Accelerated Recovery Solution** is, typically, a short-term intensive solution focused primarily on recovering cash in the shortest possible time period. We work onsite with your team to resolve aged AR (i.e., over 60, 90, or 120 days from discharge date) so that you can receive an immediate infusion of cash. Additional focus is on identifying policy, procedure, or system factors that delay payments. A monthly Executive Review and Management Action Plan are provided to hospital management for evaluation and implementation of proposed improvements.

Your Benefits:

- Maximized cash recovery
- Minimized A/R leakage
- Effective resolution of aged self pay and third-party A/R
- Efficient and correct processing of adjustments and bad debt write-off
- Improved patient satisfaction
- Efficient business office
- Medicare co-pay and deductible reimbursement
- Robust payer and analytical reporting
- Transfer of knowledge from our team to your staff
- Identification and solutions for process issues

Depending on the situation, Perot Systems' **Computer Conversion Solution** is similar to the Accelerated Recovery Solution; however, the focus is on managing receivables throughout a system conversion or system upgrade. Computer conversion projects are specially designed to fit the specific circumstances of your facility. Generally, a project team assumes responsibility for effective and efficient resolution of all remaining receivables on the legacy system. No conversion of account data is needed, which means the facility avoids all problems associated with converting account data. During the conversion, cash levels are maintained and receivable backlogs are entirely eliminated.

Within 2 weeks of contract signing, Perot Systems is at your facility—working in tandem with your business office employees—to achieve dramatic results. Perot Systems bills and rebills, follows up and collects, obtains retro-authorizations, appeals, and denials, as well as calculates contractual allowances, corrects errors, and, otherwise, maintains and fully resolves the assigned receivables. The length of our projects, typically, average 6 months, with very specific recovery and cash goals that must be met for mutual success. We don't get paid unless you get paid.

> Results That Speak
for themselves

Perot Systems offers a level of accountability that is unique in the industry. We have completed over 450 projects in 50 states, and we know what it means to be continually under "evaluation" by our clients. We have collected over $7.1 billion for our healthcare clients in the past 5 years. We are paid on a contingency fee of cash collected, which ensures that your hospital will have maximum net cash. Perot Systems' distinction is our detailed and appropriate documentation for resolution by an onsite team that has a positive and professional attitude. The results Perot Systems has provided for our wide variety of clients include:

- More than $3.8 billion in A/R recovered in the last 2 years
- More than $22 billion in A/R resolved in the last 5 years
- A 95% or higher rate of resolution, while maintaining more positive payer/patient relations
- A net cash collection rate that is 30 to 50% higher than alternative solutions

Call us today at +1 888 888 3872, send an e-mail to revenuecyclesolutions@ps.net, or visit www.perotsystems.com/revenuecycle and put the strength and expertise of Perot Systems' people and technology to work for you.

perotsystems®

2300 West Plano Parkway, Plano, TX 75075
main: +1 888 888 3872 +1 972 577 0000

WWW.PEROTSYSTEMS.COM/HEALTHCARE