Revenue Cycle Outsourcing

—from start to finish

perotsystems®

Making the most of every dollar invested in your business office and admissions staff is critical for survival and success in today's competitive healthcare market. Hospitals must look beyond simply tracking the cost of business office salaries and benefits, and gaining the ability to manage and maximize the people, processes, and technology that drive every aspect of the revenue cycle.

By entrusting the management of your entire revenue cycle to Perot Systems, you harness the talent and expertise of hundreds of our revenue cycle professionals who can help you lower the overall cost of your business office and achieve sustainable revenue cycle improvements.

> Managing the Complexity
of your entire
Business Office

Perot Systems understands the workings of the entire hospital business office, from clinical results through medical records, and we use our expertise to help you analyze the true costs of managing your revenue cycle. This analysis reveals areas of improvement in processes, staffing, procedures, and even the systems involved in registration, charging, coding, billing, and collections. We then customize a full-service solution that utilizes our proven revenue cycle processes, best practices, technology, and professionals to help drive down your cost to collect while improving your cashflow.

Our full-service approach can encompass accountability for every aspect of your business office, including:

- Billing
- Call Center Activities
- Cashiering and Posting
- Government Compliance
- Insurance Verification and Authorization

- Patient Access
- Patient Collections
- HIM/Medical Records and Transcription
- Third-party Resolution

By outsourcing your business office to Perot Systems, your hospital can realize measurable and sustainable results. Improvements to your bottom line can be fueled by:

- Increased net cash; typically, 3 to 5%
- Bad debt reduction
- Fewer days in A/R
- Improved relationships with both physicians and patients
- Reductions in annual revenue cycle expenses that can range from 10 to 15%

As your bottom line improves, our revenue cycle solutions also help drive improvements to the quality of the services you provide. From a technological perspective, Perot Systems can introduce workflow automation, remote coding, systems integration, and denial management that save time, while improving the quality of the data being used for collections. These elements work together to make both your physicians' and patients' experience more pleasant thanks to fewer errors and streamlined billing resolution.

> ## Results That Speak
for themselves

Perot Systems is a trusted provider of revenue cycle solutions to leading hospitals in 50 states. Our satisfied clients include everything from 40-bed rural hospitals to urban medical centers, large teaching hospitals, and multiple-facility systems with thousands of beds. The results we have provided for these clients include:

- Collection of more than $8.5 million in incremental cash in 8 months for a leading healthcare organization
- Reduction of gross days revenue from 96 to 62 and a 54% improvement in unbilled receivables for a respected national health system
- More than 250 successful revenue cycle engagements in the last 5 years
- More than $3.8 billion in A/R recovered in the last 2 years
- More than $7.1 billion in A/R recovered in the last 5 years
- More than $22 billion in A/R resolved in the last 5 years

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 ®

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