

## Client Case Study



**Location:** Greater Atlanta area, GA

**Scope:** 4th Pass Review of All Variances > \$500 | 4-Hospital, \$5.6B NPR system

**Go-Live Date:** 2016

# \$5.4M Net Revenue lift delivered through revenue recovery of known & unknown variances over 3.5 years



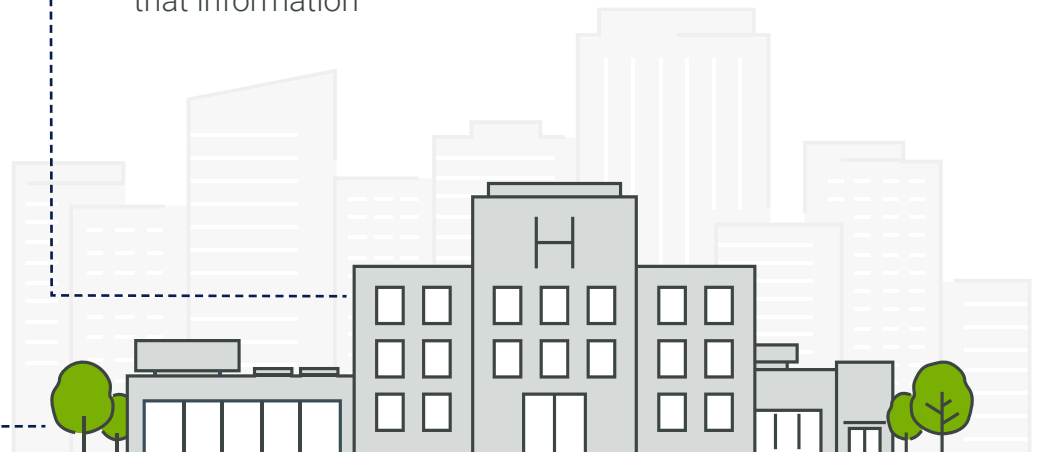
## Solutions

- 01** Determined if variances were true or false
- 02** Identified & communicated weaknesses in front end or patient registration that were root causes of false variances
- 03** Provided letters to incorporate arguments in pursuing aggregate disputes
- 04** Ensemble review the adjudications critically, often applying statutory arguments to bypass timely constraints and shares that information



## Challenges

- 01** After internal & external review of two other vendors, there were still unresolved variances
- 02** Other vendors approach to high value claims & variances were not appropriate to achieve resolution
- 03** Other vendors failed to recognize contract deviations or deviation from statute



## Results ✓

### Aggregated five

significant contractual issues for Emory to resolve & leverage during contracting

### Averaged \$1.5M

net revenue lift a year for the past 3 years

### Avoided \$1M

in charge errors annually for uncharged inpatient blood transfusions



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