Boost Self-Pay Collections by Identifying Propensity to Pay

Improve collections and reduce bad debt by gaining insight into self-pay patient accounts and predicting the propensity to pay. MedeAnalytics Self-Pay Analytics aggregates patient account data, accesses patient credit profiles, and helps you apply predictive sciences to prioritize your collections efforts.

With Self-Pay Predictive Modeling You Can:

- Accelerate cash collections and reduce bad debt
- Prioritize collections activity and improve efficiency
- Reduce the cost to collect
- Streamline financial counseling workflow
- Identify patients eligible for Medicaid or charity care
- Understand how health plans are shifting payment obligations to their members
- Analyze patient data in relation to the federal poverty level
- Identify “frequent flyers” and their financial status

Improve Self-Pay Collections

With detailed insight into uninsured and residual self-pay accounts, you can prioritize collections efforts to improve the likelihood of payment. Self-Pay Analytics identifies the propensity to pay according to:

- Healthcare credit score
- Patient payment history
- Federal poverty level
- Zip code and demographics
- Marital and employment status

**WHO IS IT FOR?**

CFOs, revenue cycle managers, and collections staff of hospitals and healthcare organizations

**WHAT DOES IT DO?**

Improves collections and efficiency by scoring and prioritizing self-pay accounts

**WHY DO YOU NEED IT?**

- Boost self-pay collections
- Reduce bad debt
- Improve collections efficiency
- Identify charity care and Medicaid eligibility
- Streamline financial counseling workflow

**HOW DOES IT WORK?**

Disparate data aggregation and predictive modeling create a score that identifies propensity to pay and prioritizes accounts to improve collections efforts.
Self-Pay Analytics is available with MedeAnalytics Revenue Cycle. For more information, please visit www.medeanalytics.com/solutions/revenue-cycle.

Streamline Financial Counseling Workflow

In addition to improving collections, you can reduce bad debt and improve patient satisfaction by implementing a systematic financial counseling workflow.

- Identify Medicaid and charity care eligibility
- Initiate charity applications sooner
- Anticipate and avoid needless bad debt write-offs

### MARKET INSIGHT

“Implementing a self-pay revenue cycle strategy is probably one of the biggest challenges facing hospital financial executives. As healthcare providers are more focused than ever before on increasing revenue, this issue has become that much more important.”

Hal Stern
Healthcare Finance News

### EVIDENCE-BASED ANALYTICS

MedeAnalytics Self-Pay Analytics is part of a complete cloud-based solution suite that includes:

- For Providers
  - Compliance
  - Executive Dashboards
  - ICD-10
  - Patient Access
  - Population Health
  - Revenue Cycle

- For Health Plans
  - Employer Reporting
  - Medical and Medicaid Management
  - Population Health
  - Provider Engagement

**LEARN MORE**

Increase Collections Efficiency and Productivity

By identifying the propensity to pay, you can prioritize collections efforts and boost overall collections efficiency.

- Follow up with patients who are most likely to pay
- Improve collections results while reducing effort
- Minimize time wasted on high-risk accounts
- Reduce collections staff

Boost Collections throughout the Revenue Cycle

Combine Self-Pay Analytics with Patient Access to improve collections and streamline workflow at every phase of the revenue cycle.

Self-Pay Analytics with a Consultative Touch

You'll benefit from the consultative approach of our experienced performance management team who will tailor the technology to your needs, manage your implementation with ease, and ensure you derive ongoing value from your investment.