

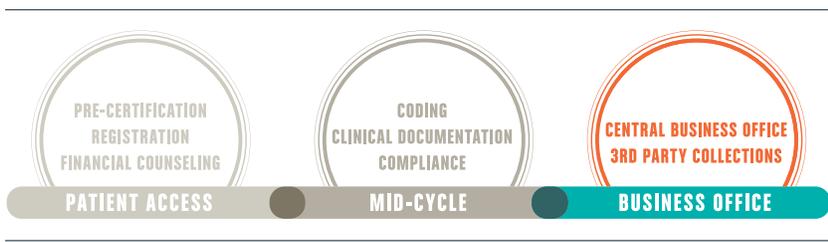


Let your data help ensure your financial viability

# Get Big-Picture Insight into Your Revenue Cycle.

### KEY BENEFITS

- Prioritize accounts and increase cash
- Understand denial root causes and highlight prevention opportunities
- Manage payers to drive efficiency and performance standards
- Identify self-pay patients' propensity to pay and reduce the cost to collect
- Boost productivity with business office workflow tools
- Guide business strategy by identifying service line profitability
- Streamline monthly reserves



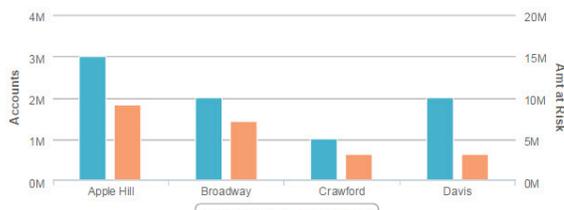
Never before has the healthcare financial landscape undergone such transformation. ICD-10, fee-for-value reimbursement, and shared accountability payment models are all driving significant change. At the same time, uncompensated care remains at an all-time high, with self-pay balances skyrocketing under the Affordable Care Act.

Gaining insight into the revenue cycle and cost savings opportunities is vital to ensuring financial viability in these tumultuous times. MedeAnalytics Business Office optimizes cash flow and improves collections by bringing complex patient accounting data into a unified view. It exposes black holes, bottlenecks, and outliers in the revenue cycle. Insight into accounts receivable, denials, bad debt, and payer contracts enables you to prioritize collections efforts and streamline workflows. With big-picture insight, you can put your business office activities on auto-pilot and maximize revenue as the healthcare financial landscape evolves.

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## Predictive Denials Dashboard

### Potential Denials by Facility



### Potential Denials by Top Category



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Highlight denials prevention opportunities based on historical results and trends.

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## Ensure Financial Viability with Enterprise-Wide Insight

The cornerstone of MedeAnalytics Business Office is the ability to gain a complete picture of your financial health. It offers data analytics at the point in the revenue lifecycle with perhaps the greatest influence on your financial viability. With a single, integrated view of your organization's financial data, you can focus and prioritize your collections resources to make sure you're paid for the care you deliver.

MedeAnalytics Business Office is comprised of revenue cycle management tools that help you take control of your revenue in several key areas including denials, self-pay collections, reserves, service line profitability, and more. It provides real-time reporting and data analysis with metrics on:

- Average time until expected payment
- Black hole accounts
- Predictive denial prevention opportunity
- Propensity to pay (self-pay)
- Average days in AR
- Coding and billing days (DNFB)

With daily snapshots of your revenue, you can accelerate cash collections, reduce bad debt, and expose AR outliers and bottlenecks while optimizing collections workflow.

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### SUCCESS STORY

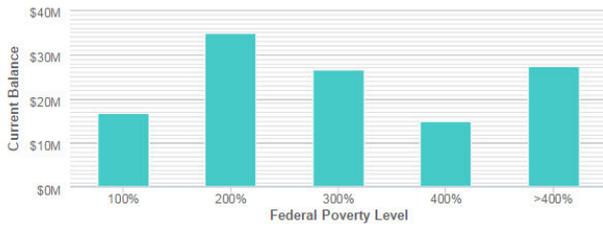
**Baptist Health System relies on MedeAnalytics Business Office for consistent, credible data analysis.**

“Our CFO had consistently seen the benefit of MedeAnalytics and recognized what a huge contribution it was to our success with the Epic conversion.”

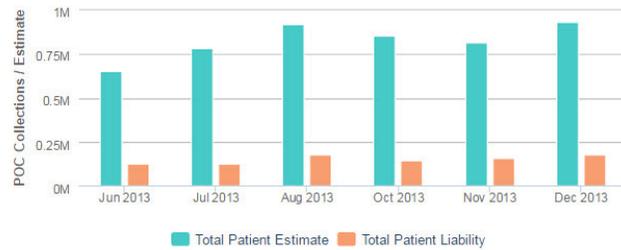
**Brookwood Baptist Health**

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## Self-Pay A/R by FPL% ▾



## POS Collections % of Estimate ▾



BOOST SELF-PAY COLLECTIONS BY PREDICTING PROPENSITY TO PAY

## Reduce Denials by Identifying Root Causes

One of the core functions of the business office is to improve the organization's cash flow by reducing denials. However, doing so requires detailed analysis that identifies exactly why denials are happening and where missteps may be taking place.

The Denials Management module enables you to analyze your data to improve denial rates, increase business office accountability, and increase net revenue through reduced denials.

## Accelerate Cash Flow with Self-Pay Analytics

Whether self-pay accounts stem from deductibles, coinsurance, or uninsured and underinsured patients, collecting on these accounts can present a significant challenge for the business office. Rather than write them off as bad debt, it's important to collect, but only in an efficient, cost-effective way.

The Self-Pay Analytics module gives you thorough analysis of your self-pay accounts so you can reduce the cost to collect, minimize time wasted on high-risk accounts, and focus on high-value accounts with the greatest likelihood of payment. It helps you prioritize your self-pay collections by predicting patients' propensity and ability to pay.

## Streamline Business Office Operations with Financial Strategy Analytics

Available with MedAnalytics Business Office is Financial Strategy Analytics which offers a full complement of business office operational tools. It enables you to streamline month-end reserves management and identify service line profitability for strategic business planning.

### BUSINESS OFFICE ENABLES YOU TO:

- Identify opportunities for denial prevention and rework
- Understand the root causes of disputed claims and identify denial trends by payer
- Perform executive-level analysis of denial trends across facilities, payers, and service areas
- Manage denials, appeals and documents through a denial management workflow
- Prioritize collections activity and improve efficiency
- Reduce the cost to collect
- Streamline financial counseling workflow
- Manage month-end reserves
- Identify service line profitability for strategic business planning



For more information on MedeAnalytics Business Office, visit  
[www.medeanalytics.com/solutions/business-office](http://www.medeanalytics.com/solutions/business-office).

## Analyze the Entire Revenue Lifecycle

By integrating Business Office with mid-cycle data and patient access analytics, you can use your data to improve your financial position at all points of the revenue cycle. With analytics that link financial outcomes to root causes in the mid-cycle and front end, you gain meaningful insight into the entire revenue lifecycle.

This insight enables you to identify where money is lost and how each area of the lifecycle contributes to lost revenue, missed revenue, and revenue at risk. Whether it's due to insufficient documentation, missing charges, denials, bad debt, take-backs, or a lack of insight into the process, you can track all of these "leakage points" in the revenue cycle through a single, integrated data analytics platform.

## Solutions with a Consultative Touch

When implementing any MedeAnalytics solution, you'll benefit from the consultative approach of our experienced client services team who will tailor the technology to your needs, manage your implementation with ease, and ensure you derive ongoing value from your investment.

"MedeAnalytics has become an integral part of our financial reporting and analytical processes. We continue to find new and innovative ways to analyze our data. I wouldn't want to manage accounts receivable without MedeAnalytics."

**Brookwood Baptist Health**

### ABOUT MEDEANALYTICS

MedeAnalytics provides evidence-based insights to solve a real problem that plagues healthcare – how to use the immense amount of patient data collected along the care continuum to deliver cost-effective care and promote a healthier population. Its analytics platform delivers intelligence that helps healthcare organizations detect their greatest areas of risk and identify opportunities to improve their financial health. It empowers providers and payers to collaborate and use data to strengthen their operations and improve the quality of care. MedeAnalytics' cloud-based tools have been used to uncover business insights for over 1500 healthcare organizations across the United States and United Kingdom. The company has also been named one of *Modern Healthcare's* top 100 Best Places to Work in Healthcare for 2014 and 2015. For more information, visit [www.medeanalytics.com](http://www.medeanalytics.com).

**Modern Healthcare**  
MULTIYEAR HONOREE 2014  
**BEST PLACES TO WORK™** 2015