

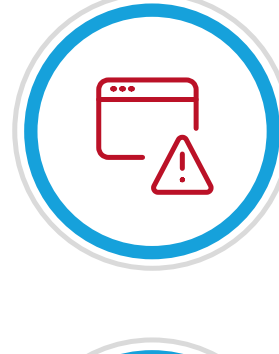
OPERATIONAL EXCELLENCE

IN A DIFFICULT SEASON

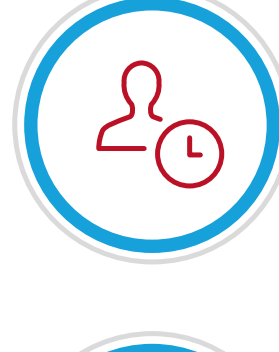


Increasing costs, long-term staffing shortages, and inflation are major challenges for physician practices in the “new normal” of healthcare. In addition, administrative burdens contribute to delay and stunt cash flow. Partnering with a revenue cycle technology company can help maintain consistent coding and billing processes, as well as better care for your office staff.

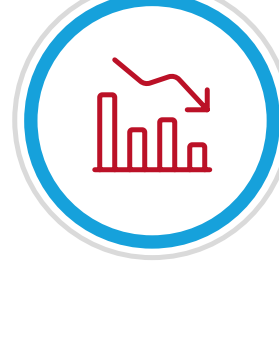
Common Stressors:



CHRONIC STAFFING SHORTAGES



CODING ERRORS



UNDER-TRAINED AND OVERWORKED OFFICE STAFF



POOR CASH FLOW AND INCONSISTENT REIMBURSEMENT

Administrative Burdens by the Numbers¹



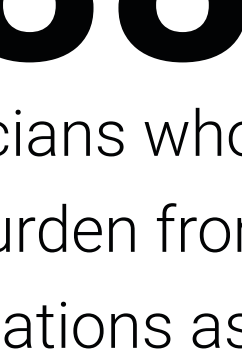
41

the number of prior authorizations the average practice completes each week



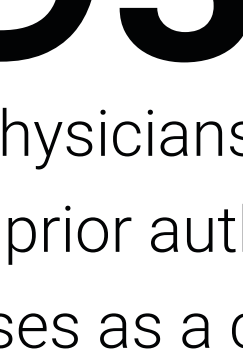
~2

the number of days per week most practices spend completing prior authorizations



88%

of physicians who describe the burden from prior authorizations as “high” or “extremely high”



93%

of physicians who indicate prior authorization processes as a cause for delayed care

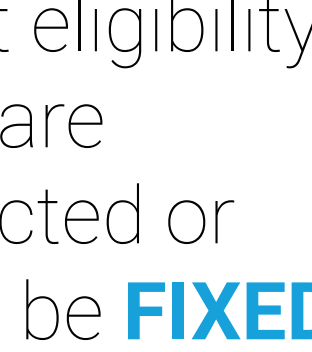
Prevention in the Revenue Cycle



Automation technology can **REDUCE MANUAL ERRORS**

Improved data integrity can

REDUCE ERRORS AND BOOST EFFICIENCY



Missing or incorrect eligibility information (which are top reasons for rejected or denied claims²) can be **FIXED THROUGH AUTOMATION**

Self-pay collections for **STRAIGHTFORWARD AND TIME-EFFICIENT BILLING**



Together with Conifer

TYPICAL RESULTS WITH CONIFER

TYPICAL RESULTS WITHOUT CONIFER

35

Average A/R days

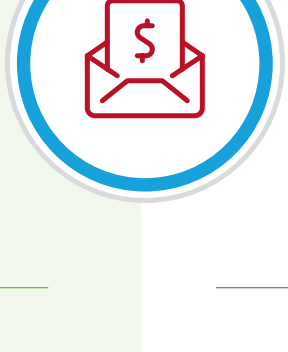


60-75

Average A/R days

<20%

of A/R days over 120 days

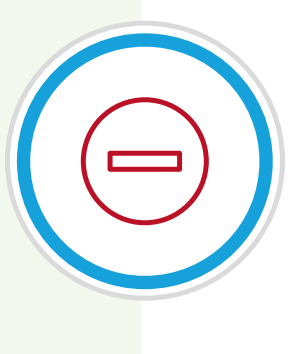


>30%

of A/R days over 120 days

>115%

cash collections



Baseline

cash collections

6-10%

initial denial rate



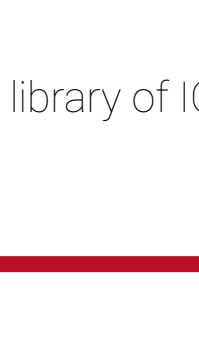
12-15%

initial denial rate

2023 ICD-10-PCS Code Updates Will:³



ADD 311 NEW CODES



DELETE 61 OLD CODES



RESULT IN >98,000 CODES*

*In existing library of ICD-10 codes



Continuing Education & Opportunities for Improvement

By leveraging technology to optimize operational efficiency, practices can improve performance, strengthen the patient experience and better care for their staff. Partnering with a revenue cycle technology company to get there can help to maximize the resources you already have.

YOU CARE FOR PATIENTS. WE CARE FOR YOUR BUSINESS.

Learn more at [ConiferHealth.com](https://www.coniferhealth.com)

¹ <https://www.ama-assn.org/system/files/prior-authorization-survey.pdf>
² <http://cchima.org/wp-content/uploads/2018/12/CTHIMA-Payer-Denial-Trends-Rocky-Hill-Dist-12.13.2018.pdf>
³ <https://www.healthcatalyst.com/insights/changes-icd-10-pcs-codes-cms-updates-effective-october-2022>