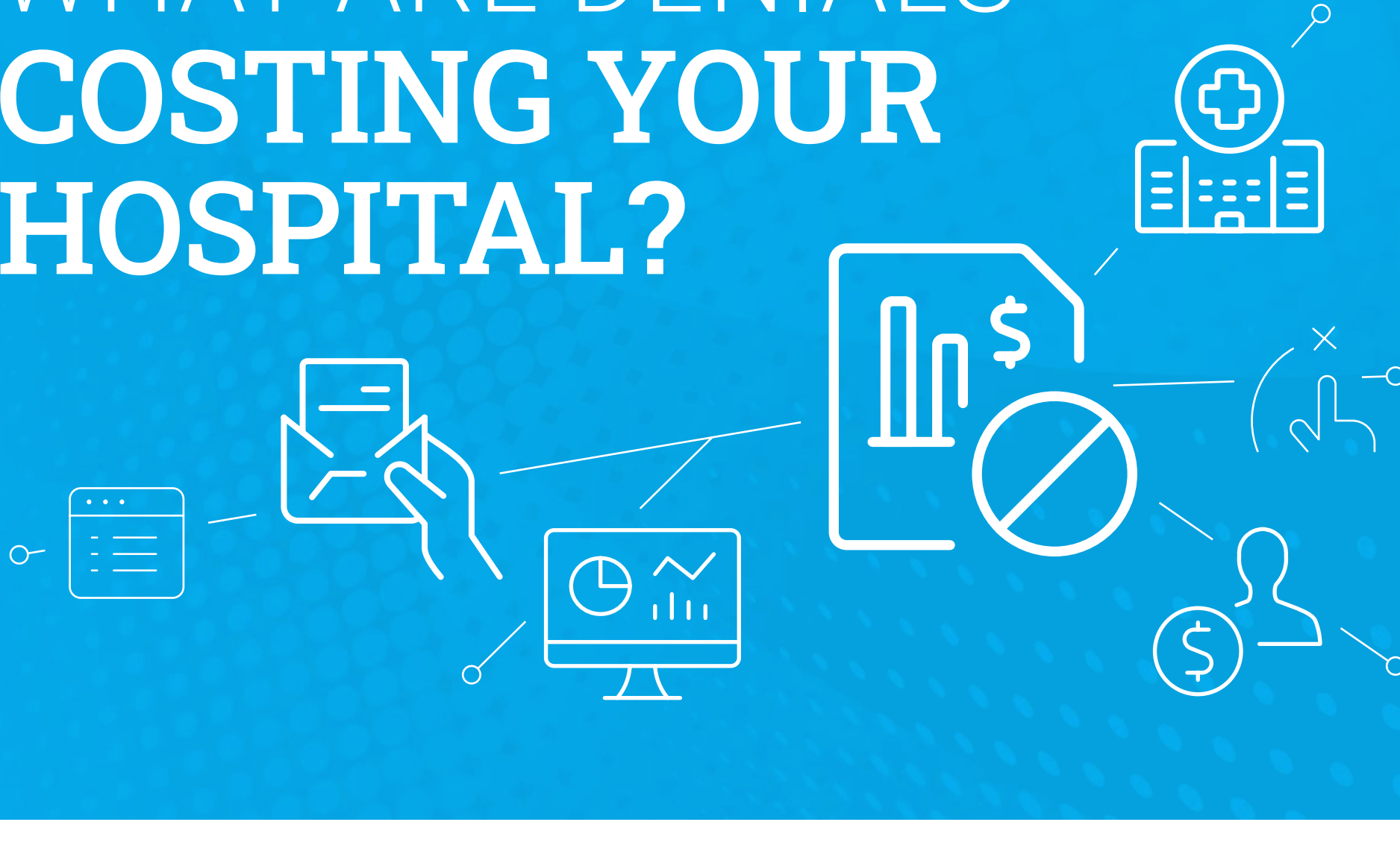


WHAT ARE DENIALS COSTING YOUR HOSPITAL?



Nearly 90% of hospitals are experiencing an increase in denials and more than 30% are seeing denials rates in the “danger zone.”^{1,2}

No wonder it’s become a top priority of revenue cycle leaders across the country.³



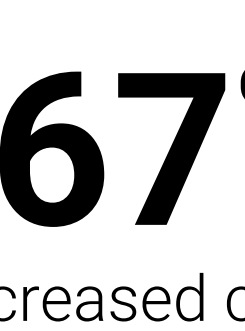
20%

Increase in denial rates over the past five years⁴



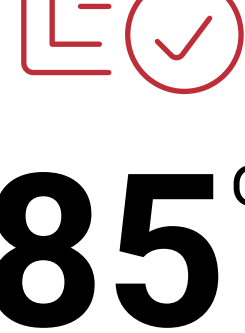
11%

Portion of claims that were denied in 2022⁵



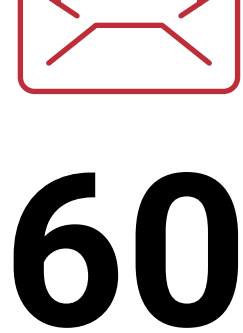
67%

Increased cost of denials in 2022⁶



85%

Portion of denials that are avoidable⁷



~60%

Portion of denials that are never resubmitted⁸



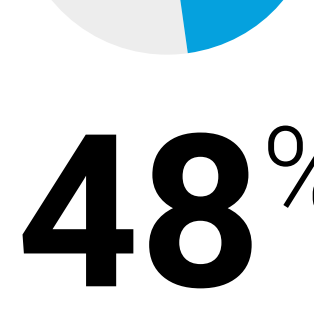
\$181

Average cost to appeal a denied claim⁹



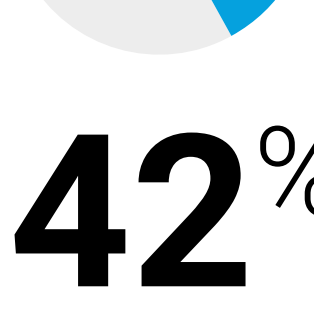
DENIED CLAIMS MEAN DENIED REVENUE.

Top Causes of Denied Claims¹⁰



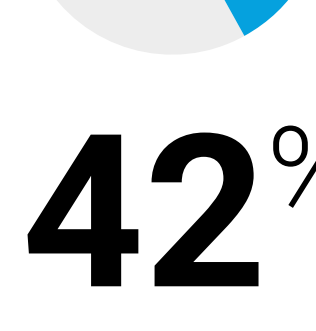
48%

Authorizations



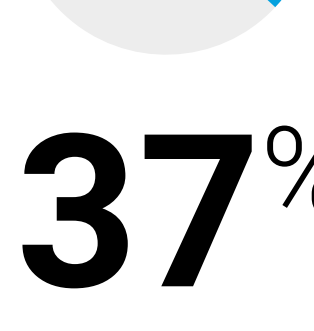
42%

Provider eligibility



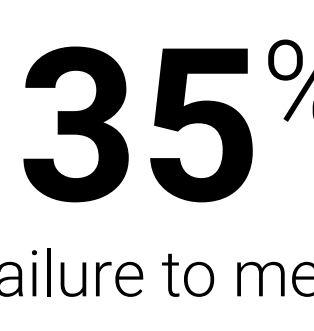
42%

Code inaccuracies



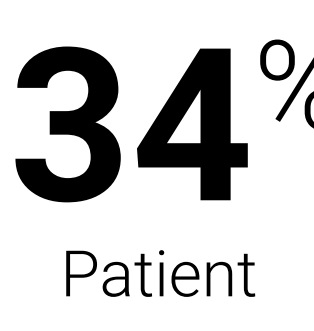
37%

Incorrect modifiers



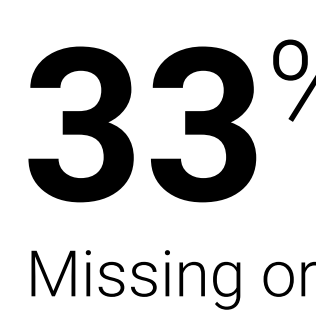
35%

Failure to meet submission deadlines



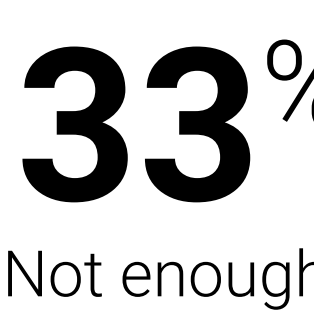
34%

Patient information inaccuracy



33%

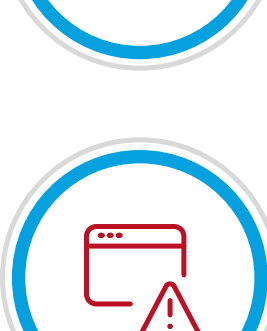
Missing or inaccurate claim data



33%

Not enough staff to keep up

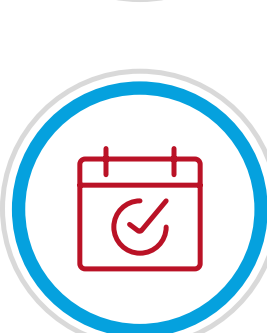
How Outsourcing can Help



INCREASES PRODUCTIVITY without additional overhead



IMPROVES CODING/BILLING QUALITY



REDUCES ERRORS that lead to denials



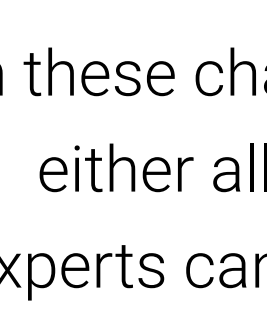
HELPS ELIMINATE BACKLOGS of unworked denials



FACILITATES FASTER REIMBURSEMENT and improved cash flow



REDUCES WRITE-OFFS



ALLEVIATES STRESS on existing staff

The Bottom Line

In these challenging times, every dollar counts. Outsourcing either all or a portion of your revenue cycle to industry experts can help hospitals collect every dollar they’re owed.



75% OF HOSPITAL LEADERS IN THE U.S. say they have experienced revenue cycle issues due to the pandemic.¹¹



Conifer Health can help

Conifer Health brings more than three decades of healthcare industry expertise to help health systems, hospitals, physician groups, employers, and unions address their most pressing business challenges. The company offers technology-enabled revenue cycle and value-based care performance solutions that enhance the patient experience, drive operational efficiency, optimize financial performance, and improve clinical outcomes.



25M+

patient interactions



\$28B+

net patient revenue managed



\$19B+

medical management spend



5M

lives supported through our health management services

YOU CARE FOR PATIENTS. WE CARE FOR YOUR BUSINESS.

¹ <https://revcycleintelligence.com/news/hospital-claim-denials-up-for-most-driven-by-prior-authorizations>
² <https://www.healthcarefinancenews.com/news/more-30-hospitals-are-near-danger-zone-denial-rates>
³ <https://revcycleintelligence.com/news/hospital-claim-denials-up-for-most-driven-by-prior-authorizations>
⁴ <https://www.healthcarefinancenews.com/news/more-30-hospitals-are-near-danger-zone-denial-rates>
⁵ <https://www.healthleadersmedia.com/revenue-cycle/cost-denials-saw-67-increase-2022>
⁶ <https://www.healthleadersmedia.com/revenue-cycle/cost-denials-saw-67-increase-2022>
⁷ <https://www.healthcarefinancenews.com/news/more-30-hospitals-are-near-danger-zone-denial-rates>
⁸ <https://www.physicianspractice.com/view/why-getting-claims-right-first-time-cheaper-reworking-them>
⁹ <https://journal.ahima.org/page/claims-denials-a-step-by-step-approach-to-resolution>
¹⁰ <https://www.beckershospitalreview.com/finance/13-top-reasons-for-claims-denials.html>
¹¹ <https://www.kaufmanhall.com/insights/research-report/2021-state-healthcare-performance-improvement-report-covid-creates>