

TAKE YOUR RCM OPERATIONS FROM GOOD TO GREAT

Automate the mid-cycle

Mid-cycle processes are often overlooked when thinking about how to improve revenue cycle efficiencies and reduce denials. With staffing challenges and record-high denial rates, hospitals and health systems cannot afford to ignore these critical processes.

Most denials are preventable¹



82%

of denials are possibly avoidable



31%

of denials are definitely avoidable



43%

of avoidable denials aren't able to be recovered

Denials specific to the mid-cycle²



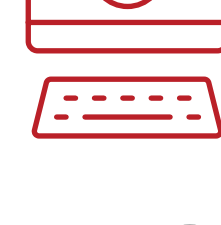
9.2%

of denials related to medical documentation



6.6%

of denials related to medical necessity



4.8%

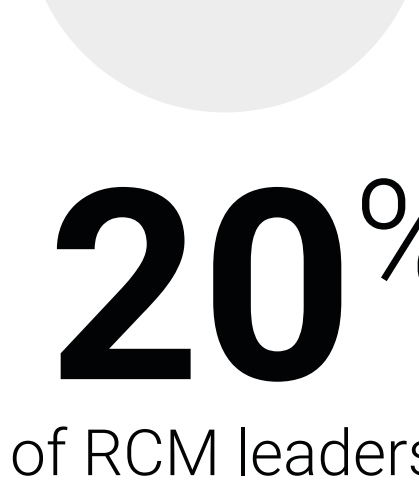
of denials related to medical coding

THE CMS WILL ADD 331 NEW ICD-10 CODES

to the existing library of 78,000 in 2023.³

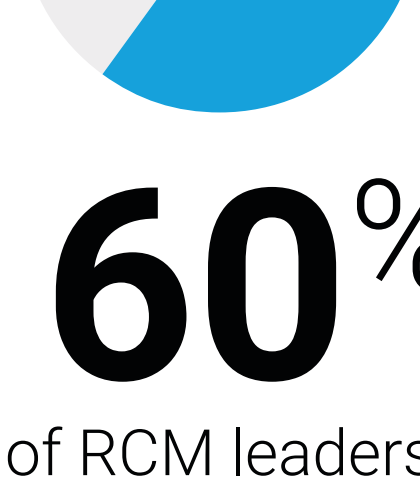


Adding more mid-cycle staff is not a viable solution⁴



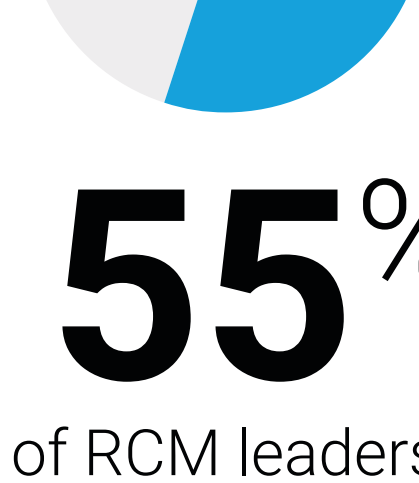
20%

of RCM leaders surveyed had more than 30 open positions to fill



60%

of RCM leaders surveyed had up to 10 open positions to fill



55%

of RCM leaders surveyed said billing specialists were in the greatest demand

Advanced technologies like RPA and AI can simplify mid-cycle processes



Decreases manual processes



Reduces coding errors



Improves clean-claims rate



Reduces rejections and denials

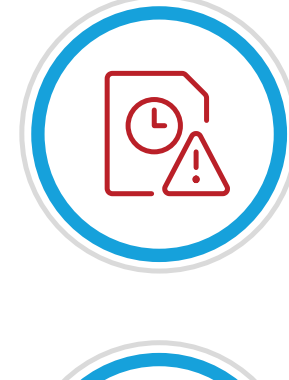


Automates root cause analysis for systemic and process improvements

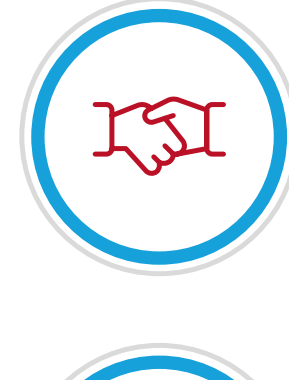
Outsourcing can help



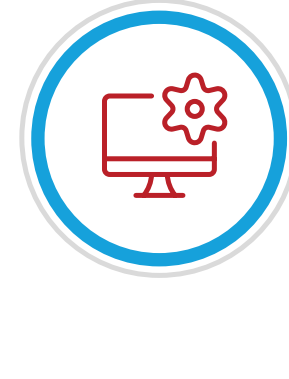
Reduces time-consuming, **LABOR-INTENSIVE PROCESSES**



Quickly **ELIMINATES BACKLOGS**



RELIEVES THE BURDEN on overworked staff



Eliminates the need to **RECRUIT AND HIRE NEW STAFF**



Removes the need to **INVEST IN NEW TECHNOLOGY**



Conifer Health can help

Conifer Health supports each provider's revenue cycle from end-to-end or at any point in between, powered by proven methodologies, repeatable processes, flexible technologies, and measurable performance.



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://www.changehealthcare.com/insights/denials/index>

² <https://info.waystar.com/webinar-reg-revamp-your-front-end-revenue-cycle-with-3-pivotal-processes.html>

³ <https://www.healthcatalyst.com/insights/changes-icd-10-pos-codes-cms-updates-effective-october-2022>

⁴ <https://revcycleintelligence.com/news/healthcare-finance-leaders-facing-revenue-cycle-workforce-shortages>