

MANAGING AGING INSURANCE ACCOUNTS IN A PERIOD OF RAPID GROWTH AND EXPANSION PROVED TO BE A CHALLENGE.



Partnership Update For Dignity Health Medical Foundation, a non-profit public benefit organization with thirteen medical groups throughout California, managing aging insurance accounts in a period of rapid growth and expansion proved to be a challenge.

Like many multi-specialty groups striving to optimize multiple categories of A/R internally, Dignity Health Medical Foundation determined that capturing the most revenue possible and meeting best practice standards in this A/R category would require a partner.

One revenue cycle management firm was ready with a solution: MediRevv would liquidate A/R greater than 90 days while Dignity Health Medical Foundation's own team remained focused on early, more collectable A/R dollars. The combined goal? Maximize revenue across all receivables.

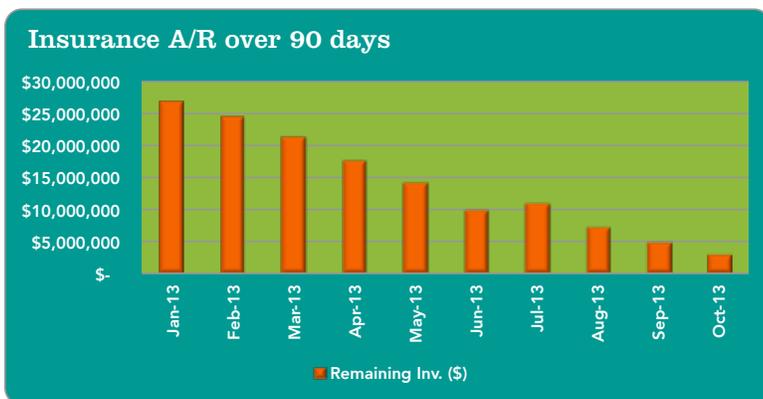
Working as a true extension of Dignity Health Medical Foundation's revenue cycle team, MediRevv customized the scope of this insurance liquidation project to ensure that, in addition to maximizing cash performance, it would also:

- Improve the quality of documentation management
- Use best practice standards
- Consistently move claims toward resolution with every payer interaction

MediRevv deployed its highly educated and experienced A/R specialists to resolve claims quickly, all the while maintaining complete transparency to both payers and patients. Sure enough, cash collections improved, as did performance on the early dollars managed by the Dignity Health Medical Foundation team.

Partner-Added Value One reason that MediRevv's solution produced nearly immediate, positive results was their extensive knowledge of the GE Centricity practice management platform, which was already in place at Dignity Health Medical Foundation. MediRevv's familiarity and efficiency with GE Centricity simplified both follow-up activities and task management. This type and level of consultative interaction by MediRevv is typical of our client engagements and serves as a partner-added value intended to grow strong relationships and maximize bottom-line outcomes.

Results In just ten months, MediRevv received two placements of insurance accounts aged over 90 days. MediRevv liquidated 91% of that insurance inventory to deliver \$28.4M in cash collections for Dignity Health Medical Foundation.



“Simply put, MediRevv has consistently done what they said they were going to do, and more. We partnered with MediRevv to quickly liquidate aged insurance receivables. Along the way, MediRevv provided consultative advice based on their experience with similar projects and revenue cycle management expertise. I think the results speak for themselves and clearly validate the success of our partnership.”

Tom Lowry, Chief Financial Officer
Dignity Health Medical Foundation

