

STEINDLER ORTHOPEDIC CLINIC: FULL BUSINESS OUTSOURCING AND BEYOND, WITH CONFIDENCE

It all started with a conversion to a new patient accounting system. Steindler Orthopedic Clinic had productivity and efficiency in mind when they went live with a new system in February 2013. It was no coincidence that MediRevv came to the partnership at the same time, with the same ideals. In nearly two years, MediRevv's role has encompassed revenue cycle consulting, full business office management, coding and, today, day 1 self pay and insurance A/R management. The results speak for themselves.



Steindler Orthopedic Clinic

provides exceptional orthopedic care to patients suffering from bone, joint and muscle conditions and injuries. With 21 specialists at five Southeast Iowa locations, Steindler is committed to outstanding patient care, which is one of many common values shared with MediRevv.



“Supporting local business has always been a priority since Steindler has been in Iowa City for over 60 years. MediRevv, also a local company, has expertise in many areas of billing and revenue cycle management. We had benchmarking goals we wanted to achieve and felt we needed the experience of a company that not only has a solid background in Revenue Cycle Management, but also understands the business of medicine. MediRevv has helped us achieve these goals via shorter A/R turnover days, higher net collection percentages and solid denial management skills. MediRevv knows their business and having access to a global service right here in town is of huge value to us.”

Jerry Forrester, President & CEO
Steindler Orthopedic Clinic

MediRevv Advantage While Steindler's initial revenue cycle need was resource-driven – namely, recruiting and retaining qualified staff to manage A/R using their new system – the breadth of the engagement has evolved and has been partnership-driven, thriving on two prevailing tenets: **performance-based goals** and **plain-and-simple trust**.

Added Value Steindler has discovered **flexibility in outsourcing**:

- Initially, choosing a full business outsourcing model was a direct outcome of our consulting engagement, truly the “next best step.”
- Mid-2013, Steindler was ready to move toward day 1 A/R management for self pay and insurance. MediRevv made the switch seamlessly, and Steindler enjoys continued success with this model.
- Challenged to retain coders in early 2014, Steindler turned to MediRevv for coding services; today, we still work coding denials.

In all aspects, MediRevv's ability to respond to changing needs has freed Steindler to focus on critical areas of the practice beyond revenue cycle. The partnership has more than paid for itself in cash performance.

