



Issue 1

Bright Ideas for a Healthy Revenue Cycle

Cirius Group, Inc.

Results Driven Revenue Cycle Solutions

Specialized software that makes it easy to sustain a healthy revenue cycle over the long term.

The Healthcare Landscape

The healthcare financial landscape is changing. There is increased cost pressure from regulatory requirements, payer rate reductions and consumer demand for high quality care at lower cost. How can healthcare organizations maintain healthy revenue cycles in this landscape?

Getting Started

First things First, is your billing solution working at a high level with resulting strong cash flow, low A/R days and low denial rates? A healthy revenue cycle depends on a strong foundation for processing claims quickly, with minimal staff touching, aimed at getting paid faster at the highest rate possible. Gaining economies of scale through automation, focusing on continuous improvements and optimizing staff productivity are all elements that combine into an efficient, effective billing operation.



Before you can sustain a long-term growth path you need to ensure team involvement is high and cost are in check. Better control and higher production allows managers and staff to focus in a positive way, morale is better, creativity, inspiration and motivation lead to even greater improvements and higher satisfaction levels.

Having more confidence in the high production of your revenue cycle allows more time and energy to focus on other, equally important, strategic initiatives.

Cirius clients realize tremendous value over the years with the advantages from a high producing, scalable solution that keeps A/R low and cash flow up even during major industry changes.

Sustaining Healthy Growth



Organizational growth from strategic alliances, acquisitions or mergers does not have to derail your revenue cycle. In fact, high efficiency, high producing environments can increase volumes without impacting the revenue cycle in any negative way. No increases to billing staff or slowing of cash flow when additional facilities are brought into the CBO.

Accuracy matters, both in getting clean claims paid and making sure payments are correct. Preventing duplicate billing, identifying payment discrepancies and better managing the complexities of multiple contracts can further enhance results, keep denials low and collections up.

The ability of a provider to control claims data with custom corrective edits that rapidly counteract payer business rules should also not be underestimated. Custom edits can be easily deployed in-house and can have an immediate cash impact.

“Cirius Group is setting new performance standards in hospital business offices ... especially large CBO settings.”

The general experience with Cirius is for production to improve in dramatic fashion, accompanied by significant costs reductions as FTE resources are released for other tasks.



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