CONIFER
HEALTH SOLUTIONS®

3-5% Lost Revenue

Lost charges, due in part to insufficient clinical documentation and inaccurate coding, cause hospitals to lose 3-5% of their revenue each year.

Source: HFMA

$125 Billion

Doctors in the U.S. leave approximately $125 billion on the table each year due to poor billing and coding practices.

Source: Healthcare Business & Technology

Customized Physician Services Aimed at Improving Financial Performance

Achieving sustainable revenue requires more than improving collections

In today's accountable care environment, both independent and hospital-employed physicians are being faced with increasingly complex regulatory rules and reduced reimbursement levels. Physicians are finding themselves working harder to deliver care and meet financial targets. Complete and accurate coding, documentation, and billing have a direct impact on performance; each task vital to receiving the revenue to which you are entitled. An effective and holistic approach to revenue cycle management is crucial to your practice's financial health.

Helping physicians improve the financial health of their practice

Conifer Health provides innovative revenue cycle management and healthcare information management services for independent and hospital-owned physician groups. We provide physician revenue cycle management, professional and facility coding, and clinical documentation improvement that help drive sustainable financial performance.

Our physician billing approach is focused on collections—not write-offs. Our service offerings include comprehensive A/R operations, including management of denials and underpayments; specialized coding audit and recovery audit contractor (RAC) readiness assesements; and clinical documentation review education and training. With over 28 years of experience with GE and over 14 years of experience with Epic platforms, Conifer Health has extensive practice management system integration and transition expertise to help physician groups and practices of all sizes and specialties.

Conifer's right mix of people, process and technology can help you to:

- Manage bad debt write-offs, reduce denials and influence costs
- Align coding and documentation to evolving ICD-10 and MACRA standards
- Provide tailored CDI training to your physicians
- Improve clean claim submissions, leading to faster and more accurate payments

Solutions

Enterprise Revenue Cycle Management

- Services designed for large academic centers, multi-specialty centers, and ACOs
- Specialized resolution teams who are experts in denial and appeal management
- Physician billing and payment posting workflows for both electronic and manual payments
- Full or partial outsourcing options, including front office functions to accounts receivable management
- System conversion support to limit any significant impact to your accounts receivable

Independent Physician Revenue Cycle Management

- Services specifically designed for single specialty centers and affiliate practices
- Leveraged technology platform and resolution teams to improve collections
- Specialized resolution teams who are experts in denial and appeal management
- Physician billing and payment posting workflows for both electronic and manual payments

Coding Services

- Comprehensive facility and professional fee coding management and audit services
- Coding for every major specialty, including those with complex coding requirements, such as Radiology and Anesthesiology
- American Academy of Professional Coders (AAPC) and American Health Information Management Association (AHIMA) certified staff members for every major coding specialty

Clinical Documentation Improvement

- Monitoring, reviews, audits and opportunity planning to help ensure documentation is complete and specific
- Focus on Severity of Illness (SOI), Intensity of Service, and Risk of Mortality (ROM) to strengthen quality data
- Customized, onsite physician-to-physician education and ongoing training delivered by Health Information Management (HIM) professionals and AHIMA-approved ambassadors/trainers

Why Conifer Health?

UNSURPASSED REVENUE CYCLE MANAGEMENT
With over three decades of collections, there is virtually no A/R scenario we haven't handled and successfully resolved.

CERTIFIED EXPERTISE
Proven experts with best practices on all major vendor platforms, including Epic, GE, NextGen and Meditech.

EXPERIENCE
As a seasoned veteran of the complex billing system conversion process, we will work with you to manage impacts to your accounts receivable.

PROVEN HIM EXPERTISE
Extensive Health Information Management experience with credentials including: Registered Health Information Technician (RHIT), Registered Health Information Administrator (RHIA), Registered Nurse, and Certified Coding Specialist.

Conifer Health helps organizations transition from volume to value-based care, enhance the patient experience and improve quality, cost and access to healthcare.

Hospitals & Health Systems
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Physician Groups
ConiferHealth.com/Physicians

Employers
ConiferHealth.com/Employers

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