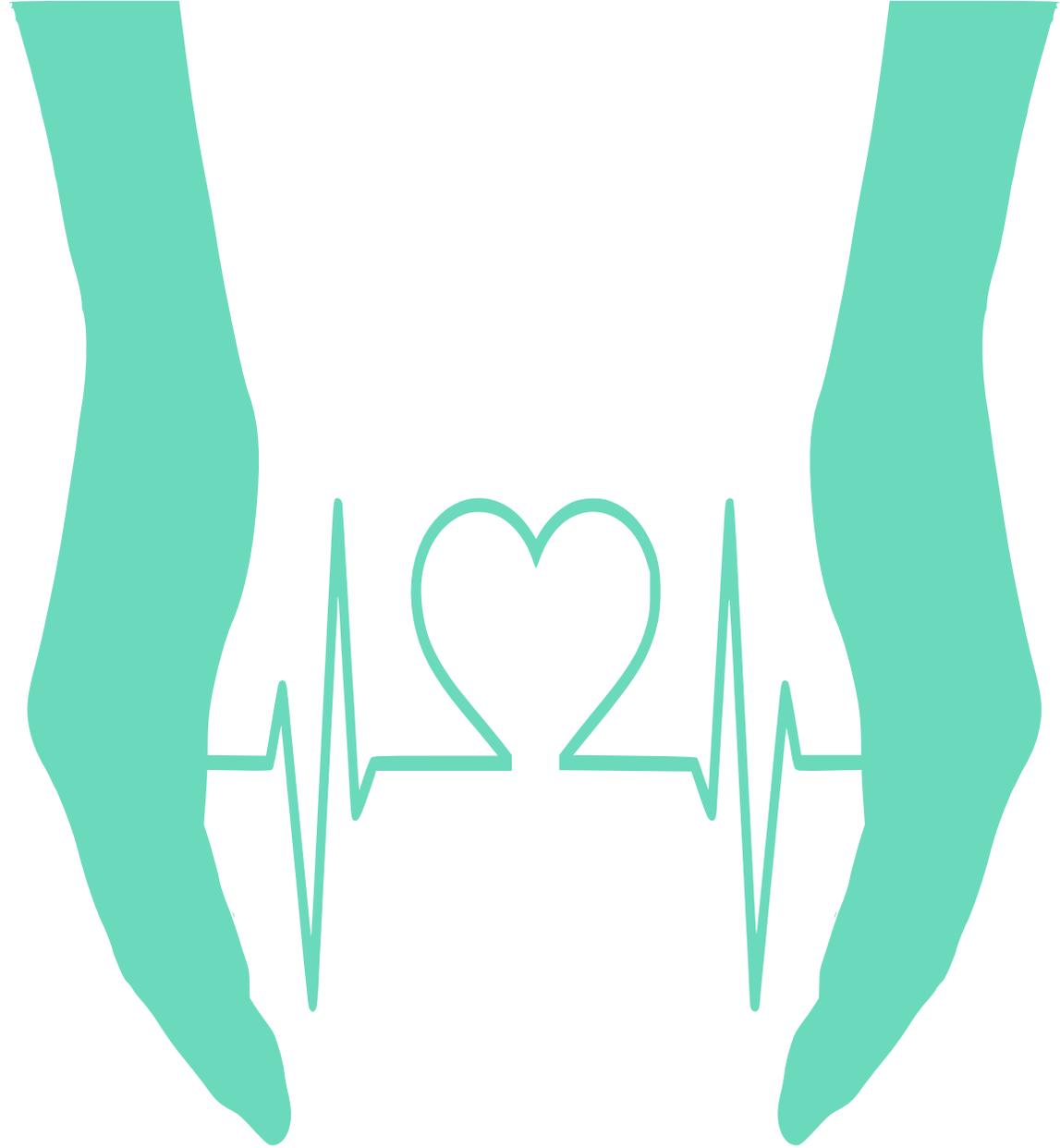


# Michigan Cardiology Associates

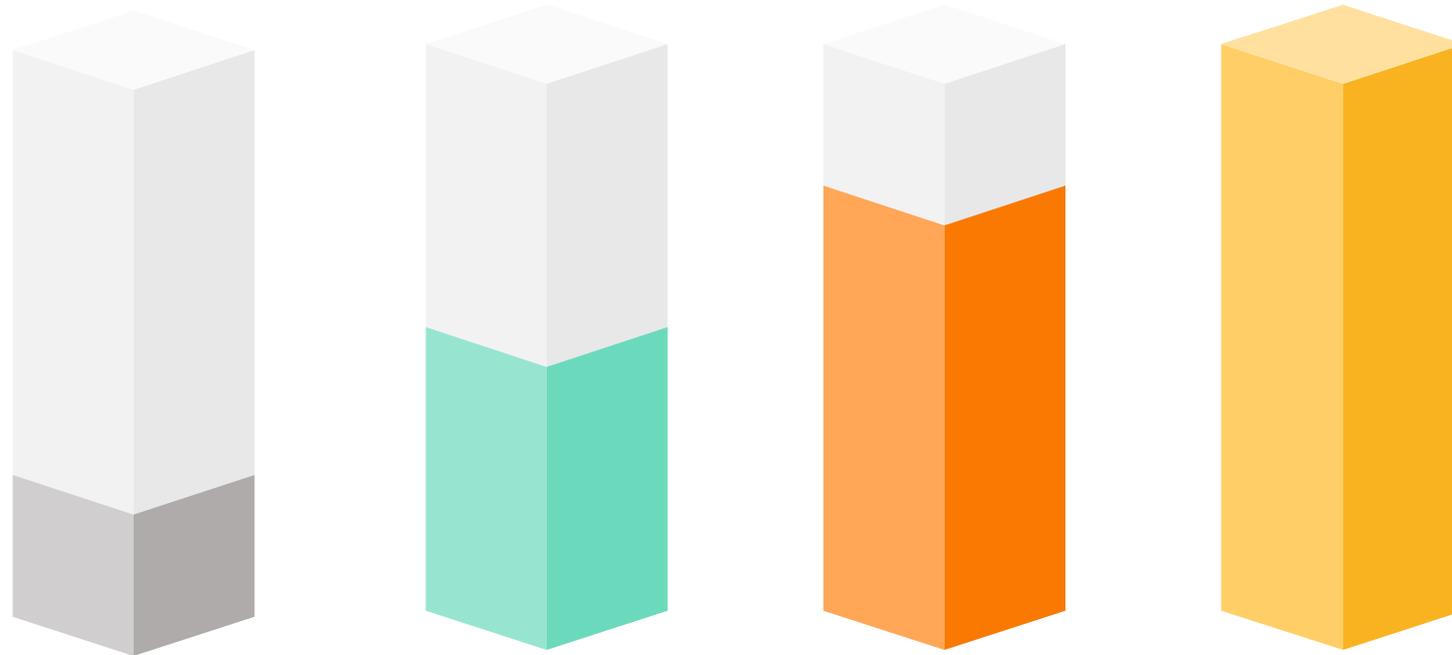
Michigan Cardiology Associates is a well established Adult Cardiology Practice with Affiliation at Beaumont Wayne and Dearborn. They provide comprehensive compassionate cardiac care including all Non invasive testing by two Board Certified Cardiologists. They accept all major Health Insurances in the area. Their motto is:  
*"The Care of Your Heart is at our Heart"*



*"I do not know where to go or what to do. I often find myself fretting about the claims stuck in the process rather than catering to my patients, this distraction is negatively effecting my practice's performance.!"*



Dr. Pujara Chandrakant - Michigan Cardiology Associates, Wayne,



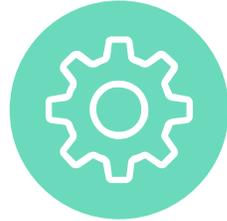
AltuMED is a metric driven company. Our work starts, progresses and concludes by showcasing numbers. For this purpose we formulated a steering committee and set out to analyze the issue at hand. We usually break our diagnosis in three main parts for ease,

# Diagnosis of Problem



## Main Problem

1. Higher AR



## Secondary Causes

1. Errors leading to Denials
2. Mismanagement of Denied Claims



## Root Causes

1. The practice lacked on checking eligibility of the patients. This led to unverified information being entered in the claims, resulting in the claims being denied.
2. The practice lacked a viable scrubber. This led to coding errors, resulting in the claims being denied.
3. The practice was handling denials manually. This brought about human error in the process, resulting in improper appeal management.

# 1

## Value and Transparency

The Eligibility checker pre verifies and pre validates insurance details of every patient, making every claim valid thus preventing denials.

# 2

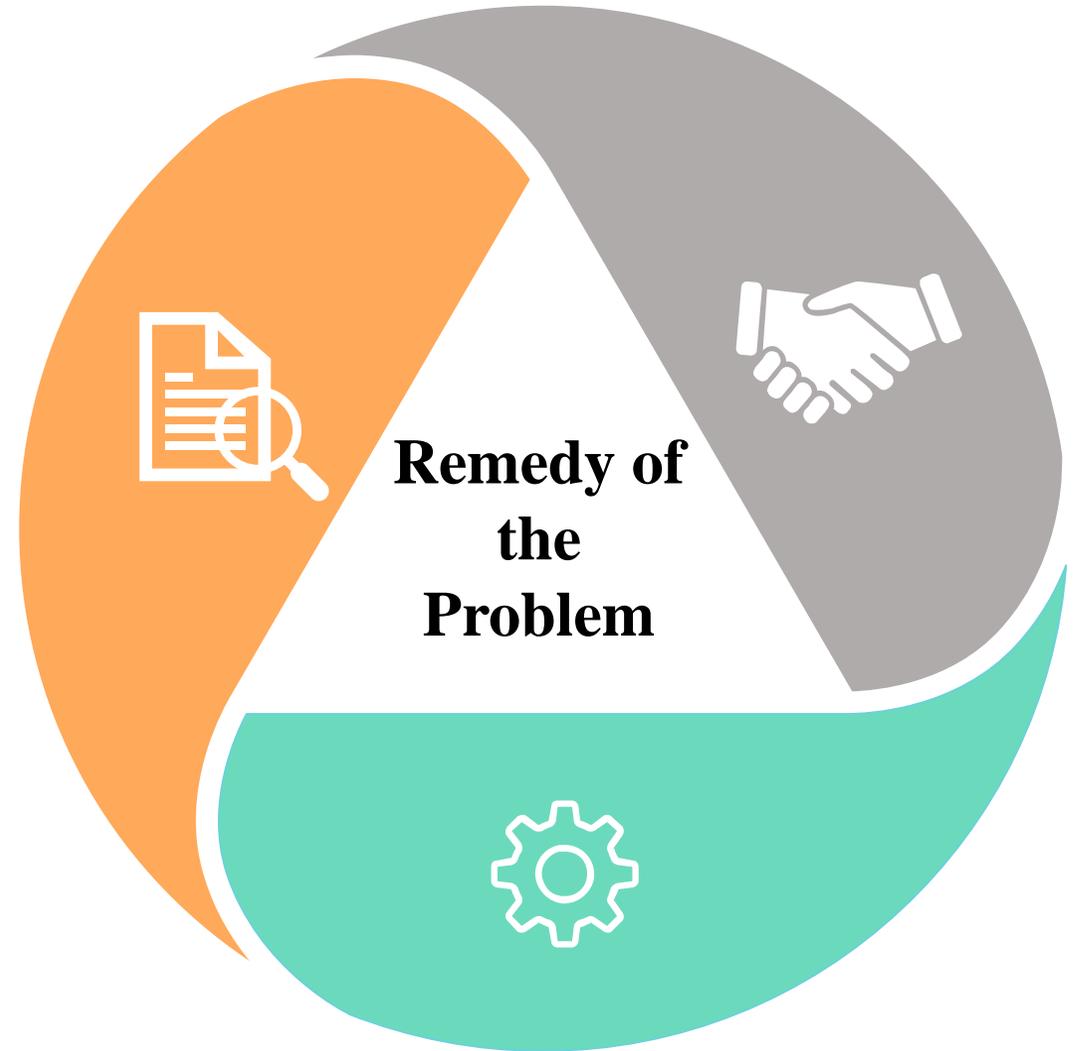
## Billing with Scrubber

This feature scrubs the claim of any or every coding errors. It comes loaded with 4 million edits not only making the process error free and efficient but reducing the chances of denials to minimum.

# 3

## 360 Digital Process

Through our dashboards doctors are able to keep an eye on denied claims, monitor the action that is needed to correct the claims, manage the activity on each of the appealed claims and focus on increase in reimbursements.

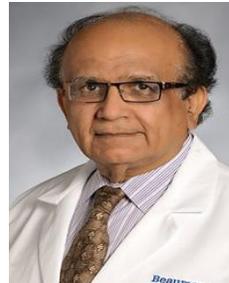


# Conclusion

- ✔ AltuMED follows a result oriented approach
- ✔ Monitoring and correcting problems at every step of the process
- ✔ Efficient and integrated approach

---

*“AltuMED with their efficient AR management have made us stress free. 70% of our non clinical burden have been taken care-off now – I am impressed by their 360 grasp on our billing needs, it gives me more time to attend to my patients!”*



Dr. Pujara Chandrakant - Michigan  
Cardiology Associates, Wayne, Michigan



---

”

# A look into the change - with AltuMED as a partner.

Before AltuMED RCM Services			After AltuMED RCM Services						
As AltuMED Commences Services			12 Months Later			24 Months Later			
Days	Dollars	% of total	Days	Dollars	% of total	Days	Dollars	% of total	
0 to 30	\$ 2,048,297.00	35%	0 to 30	\$ 1,468,391	58%	0 to 30	\$ 1,630,729.91	69%	
31 to 60	\$ 1,198,463.00	21%	31 to 60	\$ 391,758	15%	31 to 60	\$ 294,951.72	12%	
61 to 90	\$ 105,818.00	2%	61 to 90	\$ 216,240	9%	61 to 90	\$ 207,898.37	9%	
91 to 120	\$ 239,775.00	4%	91 to 120	\$ 167,743	7%	91 to 120	\$ 112,220.91	5%	
121 to 150	\$ 101,252.00	2%	121 to 150	\$ 92,360	4%	121 to 150	\$ 35,267.45	1%	
151 +	\$ 2,150,086.00	37%	151 +	\$ 197,891	8%	151 +	\$ 98,808.58	4%	
Total	\$ 5,843,691.00	100%	Total	\$ 2,534,383	100%	Total	\$ 2,379,876.94	100%	
Monthly Charges		\$2,081,341	Monthly Charges		\$2,164,769	Monthly Charges		\$2,388,537	
Average days in A/R - <b>84</b>			Average days in A/R - <b>35</b>			Average days in A/R - <b>29.9</b>			
			Note: Monthly Charges increased by 14% while A/R decreased 60%						