

SUCCESS STORIES - SUMMARY

Project Name	Client	Brief Description	Key Analyses
Reconciliation of Collections Data	LTAC Provider	Reconciled third-party collections data with the company's internal collections data to estimate the net overbillings in the amount claimed by third-party collections agency.	

RECONCILIATION OF COLLECTIONS DATA

ABOUT THE CLIENT

Client is a healthcare services company that operates long-term acute-care hospitals and provides rehabilitation services across the United States

SITUATION



- Client has employed a third-party collections agency to collect Account Receivables but **did not have clear visibility into agency billing v/s collections accounts and wanted to understand potential over/ under billing.**
- Merilytics partnered with the Provider to **reconcile third-party and internal collections data** to identify variances in **billings by collections agency**

VALUE ADDITION



- Only 14% of the total claimed amount had a unique identifier that mapped the third –party data with internal collections data. Merilytics created a unique identifier using different combinations of data fields** (e.g., Bill # assigned using file number, assigned using payment date & amount, etc.) to map the transactions amounting to additional 86% of total claimed amount
- Identified list of overbilled transactions/bills** at each facility that could be claimed by the client for reimbursement.
- Created Excel & Power BI dashboards** to facilitate reconciliation at multiple levels (district/facility/patient/transaction) that could be refreshed on a monthly basis

IMPACT



- Identified **5% of total claimed amount as net overbillings** for transactions over a period of 18 months, leading to a **potential reimbursement of 8% of the total fee** from third-party collections

APPROACH / METHODOLOGY FOR PROJECT DELIVERY



DATA CLEANSING

- **Filtered internal collections data** to consider data of relevant time period for reconciliation



DATA MAPPING

- Used **patient ID and bill number combination** to map transactions **amounting to 14% of claim amount**
- Created a **unique identifier** based on **different combinations of available data fields (e.g., Bill # assigned using file number, assigned using payment date & amount, etc.)** to map transactions amounting to **additional 86% of claim amount**



RECONCILIATION

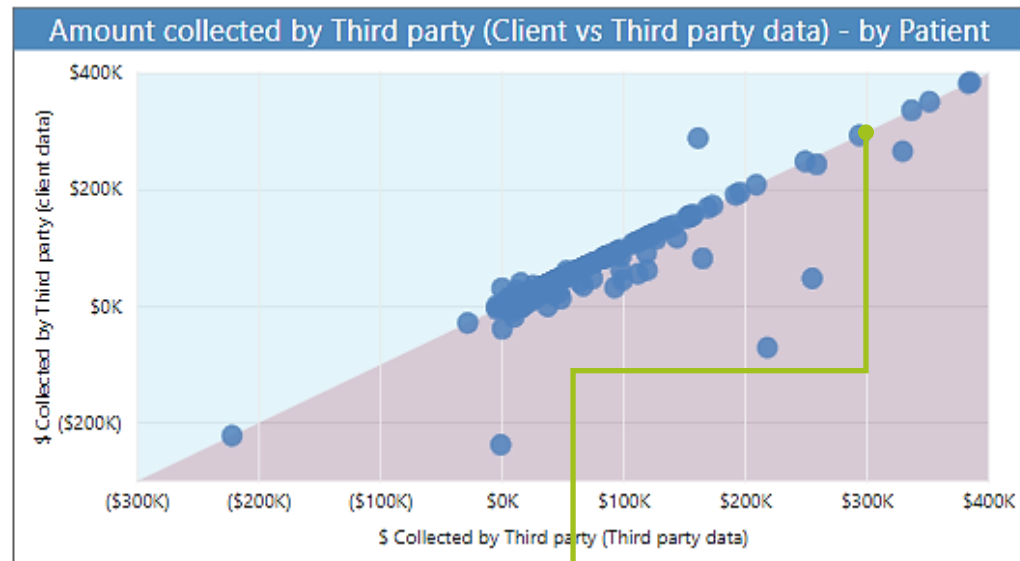
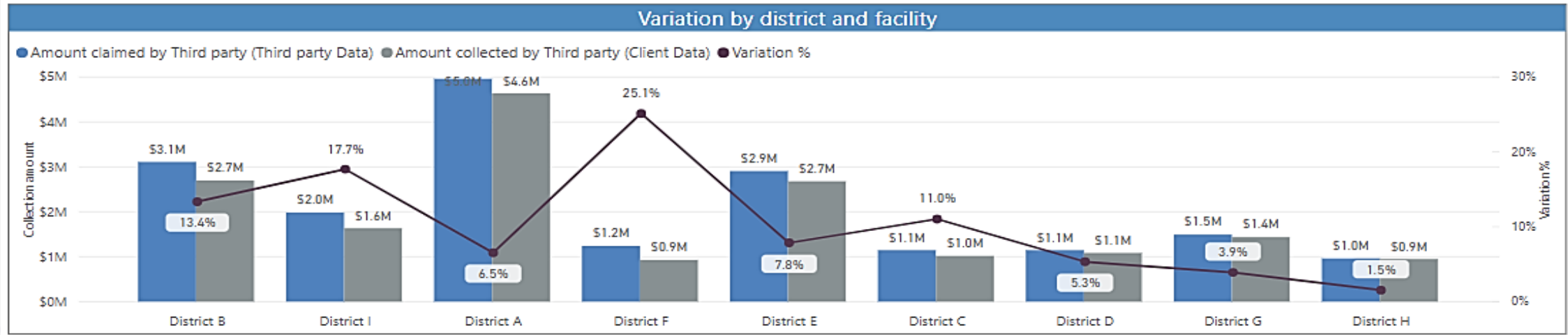
- **Reconciled** the internal collections data and third-party collections data and **identified variation in claim amount at each facility level**



DASHBOARDS

- Created a **reconciliation report** on excel with the flexibility to drill down to district/facility/patient/bill/transaction level
- Provided **reports in PowerBI dashboards** for ease of reconciliation

RECONCILIATION DASHBOARD (POWER BI)



Third-party collections agency has overbilled and underbilled patients below and above the line respectively

Variation by Patient & Patient-bill

Patient Seq	# bills	Client data	Third party data	Variation	Variation %	Variation per bill (\$)
19026	15	(\$237.9K)	(\$1.3K)	\$236.6K	-18517.8%	\$15.8K
218	1	\$0.0K	\$126.6K	\$126.6K	100.0%	\$126.6K
220	1	(\$11.0K)	\$59.0K	\$70.0K	118.6%	\$70.0K
222	1	\$0.0K	\$37.6K	\$37.6K	100.0%	\$37.6K
224	1	\$7.0K	\$9.4K	\$2.4K	25.9%	\$2.4K
246	1	\$68.2K	\$68.2K	\$0.0K	0.0%	\$0.0K
88	1	\$12.1K	\$12.1K	\$0.0K	0.0%	\$0.0K
123	1	\$8.4K	\$8.4K	\$0.0K	0.0%	\$0.0K
150	1	(\$9.3K)	(\$9.3K)	\$0.0K	0.0%	\$0.0K
160	1	\$0.8K	\$0.8K	\$0.0K	0.0%	\$0.0K
Total	15	(\$237.9K)	(\$1.3K)	\$236.6K	-18517.8%	\$15.8K

User can view the variation at a patient-bill level by clicking on the patient sequence number

APPENDIX

MAPPING DATA BETWEEN SOURCES

