Revenue Integrity in a Clinically Driven Revenue Cycle

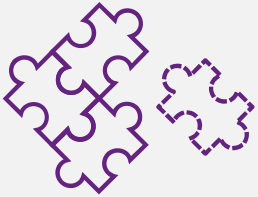**nThrive Speakers Bureau** // Sample Presentation

nthrive

Agenda

- Participant Objectives
- Historical Recap
- Revenue Integrity Business Issues
- Self-Denials due to Charge Capture
- Denials Management
- Questions

Market Conditions

- **Complex environment** including CMS, commercial payers, and AMA requiring changes to content

- **Ongoing changes** to codes and rules to deliver compliant charging

- Accurate**, compliant charging and denials management** are considered the most important revenue cycle business pain points

- Patient access, **PAS conversions**, and transition to value-based care were the next important revenue cycle issues

- **Federal/State requirements** to publish pricing

- Forced rankings of business issues revealed the three most important revenue cycle pain points are decreasing denials, accurate, compliant charging and **transitioning to value-based care**

- **Emphasis** on compliance, revenue improvement, expense reduction and denials prevention

nthrive

Revenue Integrity Definition

The basis of revenue integrity is to **prevent recurrence of issues** that can cause **revenue leakage and/or compliance risks** through effective, efficient, **replicable processes and internal controls** across the continuum of patient care, supported by **the appropriate documentation** and the application of sound financial practices that are **able to withstand audits** at any point of time.

   – *National Association of Healthcare Revenue Integrity*

Best Practice Industry Standard

Develop a strong and sustainable Revenue Integrity Program:

✓ **Implement the proper processes**, tools, and related expertise aimed at effectively pricing, charging, and coding for services and supplies related to patient care

✓ **Ensure operational efficiency**, compliance, and legitimate reimbursement

✓ **Capture all charges**, stop revenue leakage, and mitigate compliance risk

✓ **Identify** the primary business issue(s), related problems and root causes

✓ **Address root causes NOT symptoms** alone to achieve sustainable improvement

nthrive

From Patient-to-Payment,[SM] nThrive empowers
health care for every one in every community.[®]

_____

To secure nThrive speakers, please contact speakers@nthrive.com