

Nimblefin Proworksz

work, where it matters

Revenue Cycle Management Prognostic Finance

and beyond...

Re-define & Re-build Healthcare...



Our Values and Mission - T⁴



TEAM

Our experienced team use their trained skills and technology to handle Insurance desk & process cashless claims seamlessly.

Our professional staff include Doctors, Certified Process Associates & Industry veterans.



TASK

'Zero Tolerance' to process deviations make our efforts unique and reports flawless.

We use skilled manpower, identify technology, training & processes to take our service offerings to the next level.



TIME

Time is money for our clients, so is for our us!
TATs are part of strict compliance for the leadership team.

Once we have the official buy-in, our experts oversee the execution from start to finish within desired timelines.



BUDGET

We are in the business to save expenses for our clients through improving process efficiencies.

Key Indicators are monitored at specified intervals, capture milestones, adjusting strategies to deliver budgets.

Mission:

Be a valued and competent organization for improving efficiency of operations, cash flow and enhance affordability in Healthcare sector



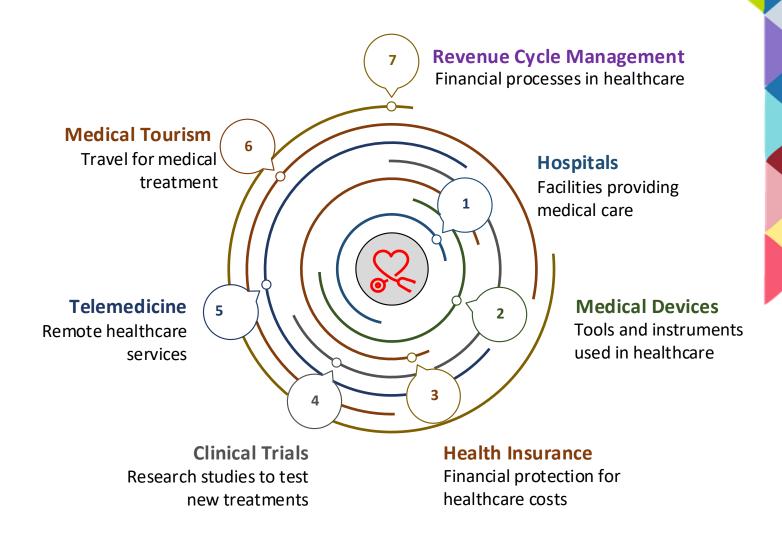
Core Competency

- Managed by professionals with over 25 years experience in Insurance, TPA, Claim Adjudication & Investigations, Hospital Network & Management.
- Collective experience of Promoters & Strategic Advisors over 120 years in Technology, Finance & Insurance.
- Customer-oriented approach, SLA driven, guaranteed savings with bonus & recovery assurances.
- Handpicked and trained staff deployed both on-site and central operations with appropriate skills sets.
- Health financing capabilities to ensure efficient use of working capital and reduced cost of funds.
- Strategic Partnerships focused on increasing the Footfalls, Average Revenue Per Bed & EBITDA.



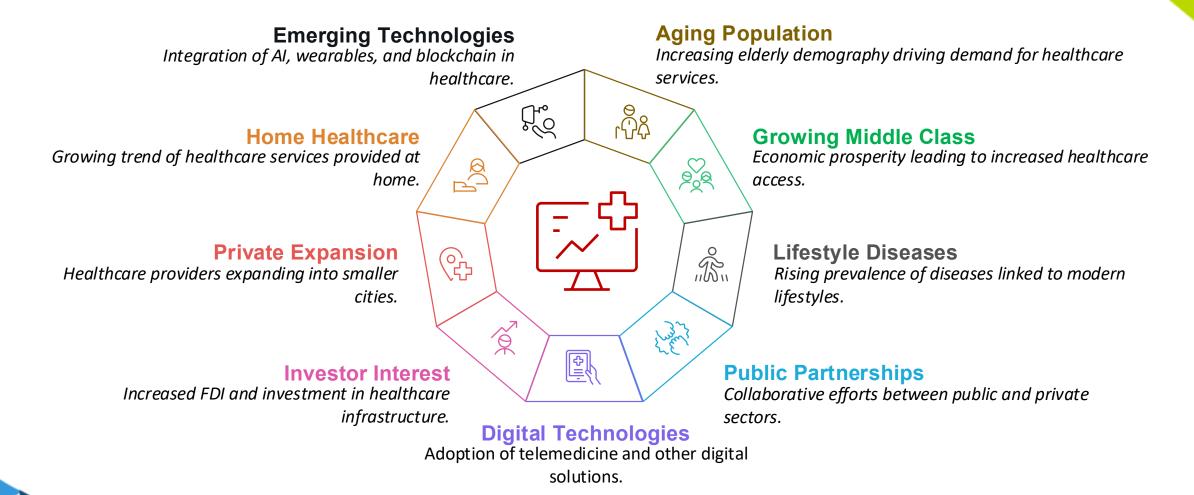
Healthcare Industry

- The Indian healthcare industry is facing transformational change. Indian Revenue Cycle Management (RCM) market size reached USD 4.8 Billion in 2024.
- > RCM market is expected to reach USD 15.0 Billion by 2033, exhibiting a growth rate (CAGR) of 12.6% during 2025-2033.





Growth drivers of Healthcare



- FDI inflows grown from USD 2.5 Billion in 2000-01 to USD 50 Billion in 2019-20
- Healthcare transaction value increasing from USD 94 Million (2011) to USD 1,275 Million (2016) & growing further

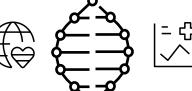


Strengthening India's Healthcare System

Indian Government Reforms & Support

Universal Health Coverage

Commitment to achieving health access for all as part of global goals.



National Health Policy

Aim to increase government health spending to 2.5% of GDP by 2025.

Aatmanirbhar Bharat Abhiyaan

Short and long-term measures to enhance the health system.

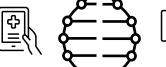


PLI Schemes

Incentives for domestic manufacturers of pharmaceuticals and medical devices.

National Digital Health Mission

Digitization of health records from community to facility levels.



HIT & Health Informatics

Integration of technology to improve healthcare delivery.



Deployment of health wellness centers and health providers.





PM-JAY

Transition towards demand-side financing and strategic purchasing.

- FDI in India's Health Sector (2000-2020) USD 25,357 Mn
 - ✓ Drugs & Pharmaceuticals USD 16,501 Mn
 - ✓ Hospital & Diagnostic Centres USD 6,727 Mn
 - ✓ Medical & Surgical Appliances USD 2,130 Mn)
- PO of major corporates in healthcare Dr Lal Path Labs, HCG, Narayana Hrudayalaya, Thyrocare, Fortis, etc.



Revenue Cycle Management

Goal is to optimize revenue collection, minimize billing errors, and enhance overall financial performance of the hospital.

Patient Registration

Initiating patient care and data entry Policy queries & Assessment

Insurance Verification

Confirming patient coverage details Estimation & Documentation

Coding and Billing

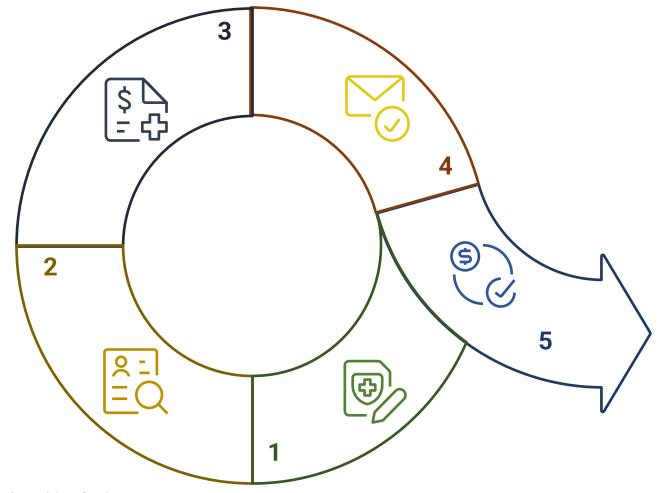
Assigning codes and generating bills Pre-auth approval, Query Management

Claims Submission

Sending claims to insurance providers Query / Denial Management, Approvals

Payment Reconciliation

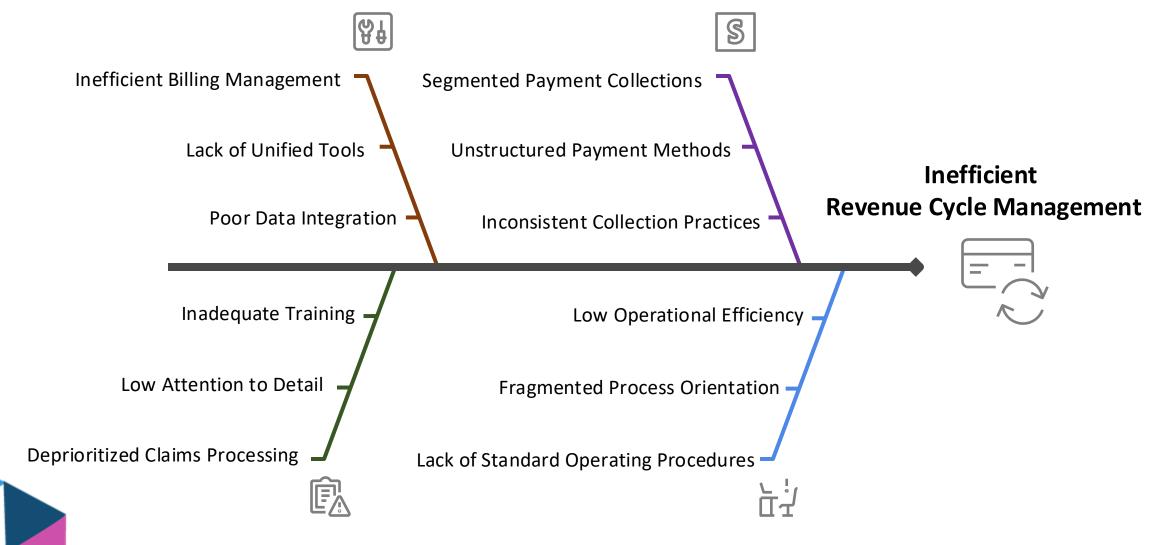
Payment follow-ups & Collections
Matching payments with services rendered



Note: The growing prevalence of electronic health records (EHRs) has further fueled the demand for RCM solutions, as they seamlessly integrate with these systems, enhancing data accuracy and accessibility.



Current Scenario in RCM





Offering: Comprehensive Insurance Services (CIS)

Reimbursement Claims Management

Claim collation & submission Approval/Query/Denial Management Payments & Reconciliation Health financing

Business Consulting Services

Network Optimization
On-site & Online Campaigns
Startup & Compliances
Marketing services

Insurance Desk & Claims

Query Management
Pre-auth/Discharge process
Claim file collation & submission
Approval/Query/Denial Management
Payments & Reconciliation
MIS & Reporting

Insurance Empanelment

Document checklist
Letter of Intent
Requirements mapping
Query Management
Tariff Negotiation
Agreement & Implementation



Self Fund Management

Design & Execution
Claim file collation & submission
Claims process and reimbursement
Payments and Reconciliation
MIS & Reporting

National Health Schemes

Scheme Management
Empanelment & Implementation
Claim file collation & submission
Payments & Reconciliation
MIS & Reporting



Scenario of Cashless Settlements

22-30 days

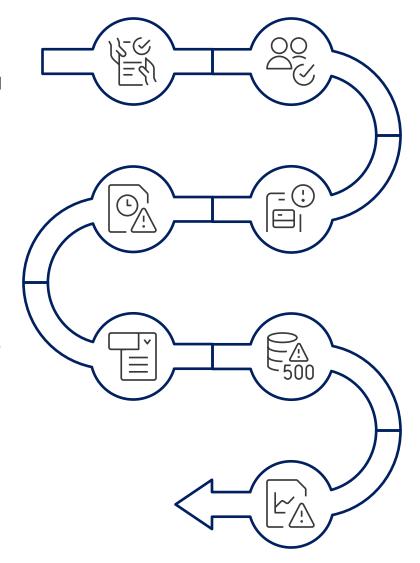
49.31% of claims settled

91-120 days

4.98% of claims settled

121-180 days

7.85% of claims settled



31-60 days

20.10% of claims settled

61-90 days

9.33% of claims settled

180-365 days

8.43% of claims settled

365 days & Above

12.70% of claims potentially written off



What's in it for Hospital (WIFH)

Coordination

Professionally
managed insurance
desk and trained
Staff helps in wellcoordinated Insurer
/ TPA services.



Settlements

Green channel processing.
Cashless claim settlements improved from 49% to 90% in T+22 days. Helps in reducing the cost of funds.

Increased ARPOB

Structured methods and techniques increase ARPOB by approx. Rs.1500/-



Increased Cashless

Cashless uptake
increases by
almost 5-7% due to
efficient & faster
adjudication and
settlement. Helps
become a
preferred provider.



Cashless OR RI

Validation to decide between cashless or reimbursement thereby reducing churn / dropouts.



Reduced Write-off

Savings of almost 10% annually = approx. Rs.25-30 Lacs per annum for a 100-bed hospital with avg. 50% occupancy.



Occupancy

Increased by 710%, with better
patient mgt. and
foot falls
increased by 1012%



Earning Avenues

Affinity Health
Programs &
Health Financing
creates extra
avenues to earn.

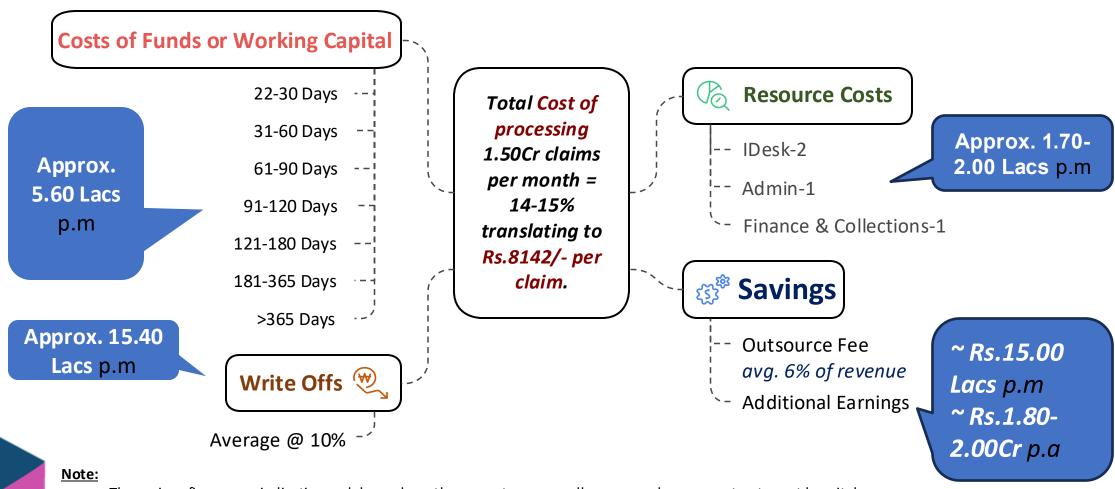
Note:

- 1. T = Date of Discharge
- 2. Increase in ARPOB by Rs.1500 = Approx 1.62 Crores additional revenue per annum for a 100 bedded hospital.



Nimblefin: Cost Savings by Optimised Process (CSOP)

Approx savings potential by outsourcing your process to us. Assuming around 250-300 Insurance claims processed per month in a 100-bed hospital with around 50% occupancy and average billing of Rs.1.50 Crores.



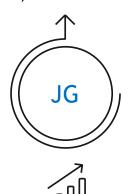
- The savings figures are indicative and depends on the current process adherence and resource structure at hospital.
 - Savings also depends on the infrastructure and location dynamics.
- Cost of Working simulated is for a 100 bedded Hospital



Our Promoters & Investors

Ideation, Strategy & Key Initiatives

Founder and Investor who ideated the concept. Established leader with over 25 years of expertise in BD and Distribution, Strategic initiatives, Client Retention & Insurer relations. Experience with leading brands such as Aviva, ICICI, MetLife, Kotak, Toyota, TTK Healthcare, Prudent, etc.



Investment, Tech, and Strategy

Investor and strategic advisor, in addition to being part of the founding team. Advises on technology, strategy, and financial goals. Possesses over 25 years of experience at conglomerates such as Tata, ICICI, TTK Healthcare, OBC Bank, and National Bank.



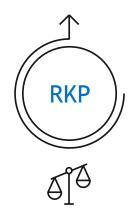
Field Operations Management

Founding member leadership team. Handles and Insurer TPA relations, field operations, National health and schemes PAN India. Experience over 20 Years with leading health and insurance firms in India, including TTK, FHPL, MD India, etc.



Claims Process & Collections

Strategic & Leadership team. Handles claims ops, resourcing, SLA & settlement processes, including TATs. Brings over 20 years of experience from leading Insurance Brokers, TPAs & Hospitals in India, like TTK, Mediassist, Prudent brokers, Howden, Medihope, etc., to name a few.



National Schemes & Partnerships

Promoter, Investor, and Leadership team managing key partnerships. Possesses over 25 years of experience with leading banks, infra financing, OEMs and heavy equipment dealers. Expert in stitching profitable schemes for the National Health Mission. Acumen for tenders and projects.





Unified expertise for excellence

Mid-Managers

Mid-managers who has worked with us over 10-15 years in the Insurance, Wellness & TPA roles.

Relationship Experts



Commendable relationship experts to align the Payer & Provider network.

Industry Veterans



Guided and mentored by some of the industry veterans in the Healthcare and Insurance sectors.



Field Force

Field force who have been hand-picked and trained by us over last few years.



Leadership Skills

Leadership with unmatched skills and expertise in healthcare, insurance and wellness space.



Retired Professionals

Comprises of retired professionals from industry with over 30+ years of expertise and contributions



Strategic Partnership process

Streamlining Hospital Partnerships with Nimblefin Proworksz

Hospital expresses interest

Expression of Interest from the Hospital Detailed hospital data provided

Hospital Information Sheet

Comprehensive service plan presented

Service Deliverable Report by Nimblefin

Formal partnership

Agreement Sign off

agreement signed

Assurance of smooth operations

Peace of Mind to the Hospital Owner / Promoters

NDA between Nimblefin and Hospital

Confidentiality agreement established

Assessment by Nimblefin

Evaluation of hospital operations

SLA draft, discussion and agreement

Service Level Agreement finalized Process Owner Handover

Transition of responsibilities



Span of Operations

We are headquartered in Bengaluru, Karnataka and operate across all major locations/cities in India and are further expanding...

SOUTHERN INDIA

Major Cities and Town limits of Andhra, Telangana, Karnataka, Tamilnadu and Kerala



WESTERN INDIA

Includes key locations of Maharashtra, Gujarat, Goa

NORTHERN INDIA

Covers major hospitals of Delhi, NCR, Haryana, Chandigarh, UP

EASTERN INDIA

Features prominent hospitals in West Bengal, Odisha etc.



Thankyou!

and look forward to partner with you...

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