



Summary

- 580-bed hospital
- STAT Revenue PFS Trainings result in **\$15,000,000 revenue recovery**
- STAT Revenue recovers an **additional \$7,000,000**
- Helped organize internal hospital underpayment department
- After STAT Revenue trainings and recommendations **underpayments reduced 60%**

Value That Goes Beyond the Bottom Line

“With STAT’s help, we improved our collection percentages and **they were able to add over \$7 million to our bottom line**. STAT’s work has been beneficial for [Hospital] on numerous fronts: they were able to assist us by uncovering the systemic causes of our underpayments and **implement fixes that eliminated future exposure**. They designed and delivered specific training for my PFS staff to share their findings and educate the team on STAT’s best practices.”

■ Director of Patient Financial Services
580-Bed Hospital

<< STAT’s process improvements and trainings for PFS department decreases undetected underpayments by over 60% in two years >>

The Challenge:

After a major upgrade of its proration system our client, a 580-bed hospital, was still unable to collect all of its contracted revenue. The progressive leaders of this facility understood that there was still an opportunity to maximize contracted revenue and improve their hospital’s capacity to collect the correct amount.

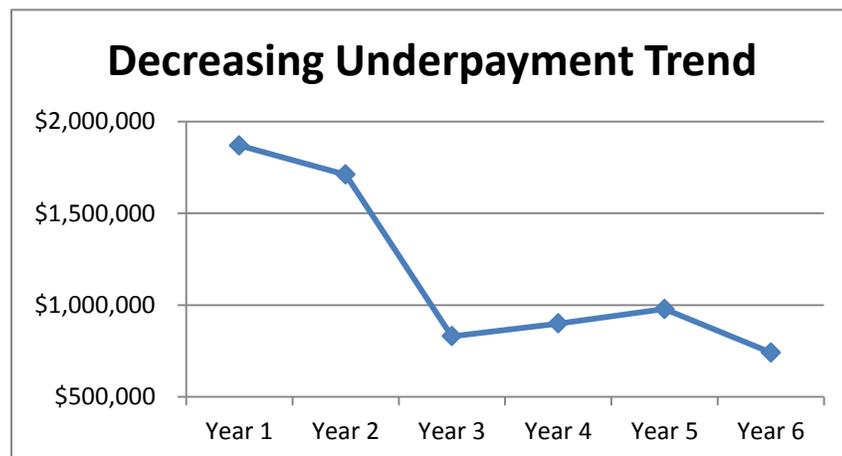
The Case:

The STAT Revenue team immediately isolated risk areas and addressed issues that would enhance the existing payment validation controls, resulting in millions in additional revenue. STAT Revenue also designed and delivered multiple trainings, deepening the PFS staff’s understanding of more complex underpayment issues. We shared best practices for appealing underpaid accounts and provided our own internal tools to help identify and resolve payer issues going forward.

Unlike most underpayment recovery services, STAT Revenue assisted with the optimization of the hospitals proration system and revenue cycle to ensure accurate billing and collections. We helped implement a standalone payment audit department by providing the tools and training that enabled the new team to **recover over \$15,000,000** dollars in its first 5 years. All revenue went straight to the hospital with no contingency fees.

STAT’S Findings:

- **Recovered over \$7,000,000** from closed accounts in a 5 year period
- **Decreased underpayments by over 60%** in a 2 year period
- Designed and presented customized trainings for PFS staff based on hospital’s unique underpayment risk
- Helped organize internal underpayment department, trained team, shared tools, and implemented process to ID and collect underpayments



For more information about how STAT can add value to your hospital, please visit us at: www.statrev.com