



Summary:

- Strong controls don't ensure 100% contracted revenue
- STAT Revenue has **identified over \$6,700,000** missed by contract management controls
- Our review not only recovers significant underpayments but can also provide insight on **how to improve your existing controls**

What Your Contract Management Controls Missing

>> We have controls (x,y,z). Why do we need STAT Revenue?

Even when working behind our clients' computer systems and manual processes, we have consistently delivered positive results.

Advanced proration systems have intrinsic weaknesses that STAT can address to help secure future revenue.

The Problem:

Top performing hospitals have multiple layers of controls to ensure proper contract reimbursement. These hospitals have revenue cycles that utilize some, if not all, of the following tools to ensure proper managed care payments:

- > Contract management systems
- > Diligent and robust PFS teams
- > Variance reports
- > Internal underpayment units to pursue variance accounts

As successful as these controls can be, there are still numerous opportunities for additional revenue to be overlooked.

The Case:

Based on just a sample of historical findings from multiple clients, STAT has over **\$6,700,000** in examples of how these controls may fail to pinpoint complex risk areas.

STAT's Findings:

<i>Issue</i>	<i>Systemic Weakness</i>	<i>STAT Solution</i>	<i>Underpayment \$s</i>
Overturning incorrect denials	Not identifying denied days and level of care issues	Mid cycle recs	\$2,900,000
Medicare Advantage	Specialized units incorrectly priced at inpatient	Training to PFS	906,000
Improper carve-out coding	CDM not mapping to correct revenue code	CDM remapping	871,000
COB	Difficult for proration systems to price initially	Training to PFS	724,000
Readmissions	Proration system unable to apply complex readmission rules	Augment control	554,000
Stop Loss	Difficulty calculating complex stop loss	Augment control	350,000
COB	Proration priced improperly	Training to PFS	250,000
Silent PPO	Wrong info at registration leads to incorrect proration	Augment control	180,000
Total:			\$6,735,000

95% of STAT's clients use controls similar to those outlined in the sample above, underscoring the importance of a **manual, retrospective analysis** in detecting payment discrepancies and systemic weaknesses. In nearly every case, a quick solution based on STAT's best practices is all that was needed to resolve the issue.

Pursuing correct reimbursement can be challenging, even with robust contract management systems and internal controls in place. With absolutely no risk to you let STAT ensure you're receiving 100% of your commercial and government revenue.