



Real Value That Goes Beyond the Bottom Line

- **STAT Revenue’s PFS Staff Trainings yield over \$15M in revenue recovery by hospital team**
- **STAT Revenue recovered an additional \$7M from closed accounts**
- **STAT Revenue’s customized trainings and consulting reduced hospital underpayments by over 60%**

“With STAT Revenue’s help, we improved our collection percentages and was able to add over \$7 million to our bottom line. STAT Revenue’s work has been beneficial for our 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 Revenue’s best practices.”

Director of Patient Financial Services
580-Bed Hospital

STAT Revenue’s process improvements and trainings have decreased over 60% of undetected underpayments within two years.

Millions Undetected

A 580-bed hospital client was still unable to collect all of its contracted revenue, even after a major upgrade of its contract management system. The progressive leaders of this facility recognized that there was still the opportunity to maximize contracted revenue and improve the hospital’s capacity to collect the correct amount. With STAT Revenue’s extensive background in revenue cycle optimization and successful recovery in millions of underpayments, this client was confident that STAT Revenue would enable their capacity to secure future cash flow.

Secure Future Cash Flow

To help this hospital increase its controls and maximize contractual revenue STAT Revenue established the following 3-pronged program:

- Conducted a comprehensive payment accuracy review to recover underpayments that the hospital’s contract management system incorrectly prorated.
- Consulted to strengthen existing payment validation controls resulting in millions of additional revenues for this hospital.
- Designed and trained a standalone internal hospital payment audit department.

Results Delivered

- Trained hospital’s newly created payment validation department. Utilizing this training, this department **recovered over \$15M** within the first 5 years
- STAT Revenue **recovered over \$7M** from closed accounts in a 5-year period
- **Decreased underpayments by over 60%** in a 2-year period:
 - Provided customized trainings for PFS team based on client specific underpayment risks
 - Implemented and strengthened effective processes to help client minimize future underpayment exposure.

