



DOES YOUR REVENUE INTEGRITY PROGRAM ENSURE ACCURATE REIMBURSEMENT & REVENUE CAPTURE?

RGP HEALTHCARE AT A GLANCE

A global professional services firm with a Big Four heritage. Our clients include:

✓ 100% of the top 5 private health systems

✓ 90% of the top 10 not-for-profit health systems

✓ 75% of the Fortune 1000 healthcare sector companies

✓ Forbes named us "One of America's Best Management Consulting Firms" in 2018

✓ Over 4,000 seasoned professionals serving clients in over 70 global offices

✓ 67% bring Big Four, Big Law or large consulting firm experience
35% have healthcare experience

MAXIMIZE LOST REVENUE OPPORTUNITIES

According to the Healthcare Financial Management Association, "Revenue Integrity can only be achieved with the proper processes, tools, and related expertise aimed at effectively pricing, charging, and coding for services and supplies related to patient care."

RGP Healthcare finds **lost patient revenue** that will withstand recoupments from both an audit and compliance perspective. RGP achieves this by uniquely analyzing our client's clinical documentation, medical coding, billing & payment data and **leveraging augmented analytics** to identify and capture all patient revenue opportunities.

DRIVE SUCCESS WITH AN INTEGRATED APPROACH

- Our Revenue Integrity Solution utilizes the knowledge of client's EMR/ERP, billing & payment data and cognitive analytics to identify all opportunities to capture lost patient revenue and ensure that revenue, particularly government payer revenue is not recouped later in recovery audits.
- RGP works with our provider clients to identify issues in the Revenue Cycle Management process and not only identifies what contributed to lost patient revenue, but with our partner, **KPISoft**, can design **real-time monitoring** to prevent these from happening all throughout the entire revenue cycle.
- With over a 100 unique queries based on experience looking at lost patient revenue across all of other provider clients, both large Academic Medical Centers, and specialty providers like Pediatric Hospitals and Cancer Hospitals,, RGP looks for ALL patient revenue opportunities, not just "cherry picking" the easiest.
- For a demonstration related to our augmented analytic tool, click on the following link: [RGP PA Tool](#)

RGP HEALTHCARE®

HOW WE CAN HELP

While each client has a unique and specific set of requirements, below is a sample process overview of the major steps involved in a standard revenue integrity engagement.

ANALYZE	INSIGHT	REVIEW	AUTOMATE	PROVIDE	CONTINUING RESULTS
EMR, ERP and payment data for technical (hospital) and professional (physician) claims to assess potential recovery scenarios	provided and specific questions addressed in a 1-2 hours session with revenue cycle or other hospital personnel	detailed charges and medical record information to identify key revenue cycle front, middle and back end billing processes	client requirements for billing & recovery audit into programming logic used to configure the “robot(s)” that will run real-time payer claims & payment data analysis	client with a real-time analysis of potential lost patient revenue against cost to assess ROI. This automated report can be run by the client in the future	achieved by regularly meeting with client to update automated queries based on significant (1) regulatory, (2) business, and (3) payer mix (i.e. value based payments) changes



Current insights into best practices of Revenue Cycle Management (RCM)



Experienced professionals from throughout the RCM – front end, middle, and back end.



RGP clients are across the entire provider spectrum including AMC, Specialty Hospitals, and Health Systems

Scalability to not only provide solutions, but “arms and legs” to execute as well

DON'T GET CAUGHT OFF GUARD

Implementing an effective, efficient and compliant revenue integrity program presents many challenges involving multiple stakeholders, disparate processes and systems, and poor data quality. Quality program management, an early start and adequate resources can help ensure your project's success.

Ready to partner with RGP on your plan? Contact us today at partner@rgphealthcare.com.



Joni Noel
Senior Vice President
O: 214.777.0605



Tim Eng
Vice President
O: 713.403.1974



Josh Taylor
Revenue Integrity
Healthcare Consultant
O: 713.403.1960