Healthcare Tech OUTLOOK

CONNECTING THE HEALTHCARE TECHNOLOGY COMMUNITY

REVENUE CYCLE MANAGEMENT SPECIAL   OCTOBER - 2017   HEALTHCARETECHOUTLOOK.COM

Top 10 Revenue Cycle Management Solution Providers-2017

The transition from fee-for-service to value-based payment models, declining hospital admission rates, and escalating healthcare costs are contributing to the shrinking revenue figures in the healthcare sector today. While trying to navigate the rough sea, these organizations are again met with changing regulations and a need to adopt innovative digital technologies, which altogether create a ripple effect on the sector.

Today, to compete in this environment that demands clinical and operational efficiency, healthcare providers need to ensure that their financial operations—that directly impact revenue generation capabilities—are running efficiently. A well-managed revenue cycle management (RCM) system serves as the backbone to a healthcare providers' financial health, as it can assess, optimize, and manage all components in obtaining patient clinical information, while creating a simplified, integrated workflow to ensure hassle free claims approval. Since, these processes run the show on the financial end of healthcare, RCM solution providers are driving innovation with their copious solutions.

For this edition of Healthcare Tech Outlook, our selection panel has evaluated hundreds of revenue cycle management solution providers and shortlisted the best ones based on their ability to assist CIOs and enterprise holders overcome the challenges in the sector.

We present to you Top 10 Revenue Cycle Management Solution Providers-2017.

Blue Eagle Consulting

recognized by Healthcare Tech magazine as

TOP 10
REVENUE CYCLE
MANAGEMENT
SOLUTION PROVIDERS - 2017

An annual listing of 10 companies that are at the forefront of providing Revenue Cycle Management solutions and impacting the Healthcare industry

Company:
Blue Eagle Consulting

Key Person:
Mark Griffin
President

Description:
Blue Eagle Consulting offers consultancy services that enable healthcare organizations to maximize their software investments

Website:
blueeagle-consulting.com

Blue Eagle Consulting
Boutique Consulting for Revenue Cycle Management

In today's complex healthcare sector, developing a frictionless revenue cycle requires a deeper understanding of the hospital's business processes, along with robust software skills. Most healthcare organizations are focused on optimizing and configuring the revenue cycle management software to increase their bottom line. Despite having expert healthcare administrators and staff, hospitals and physician groups still face impediments in harnessing the potential of revenue cycle technology and setting up intelligent workflows, causing a significant impact on their revenue cycle.

Healthcare organizations are on the lookout for professional consultants who can guide them through the trivia of hospital technology. Having been 'in the trenches' serving as nurses and claims managers for more than two decades, Blue Eagle Consulting's (BEC) top notch team is uniquely positioned to assist healthcare providers across a wide range of projects that include performance management, revenue cycle management, system upgrades, and reports and analytics. "Our consulting services are time-tested, proven and have a success rate of 96 percent, which enables us to deliver consistent results and enhance the return on the time and technology investments," elucidates Mark Griffin, President of Blue Eagle Consulting.

BEC's subject matter experts invest a great amount of time to analyze the customer's IT environment, understand their pain points and objectives, and subsequently craft solutions that are scalable and sustainable. To accelerate the operational process and bridge the gap between clinical providers and reimbursement optimization,

Mark Griffin

BEC provides a proficient resource who acts as an intermediary between doctors and the billing department. By understanding the complex revenue cycle, BEC's skilled team helps healthcare providers to evaluate the financial management process, and ensure their organization is collecting maximum reimbursement for the services delivered. Blue Eagle also has an extensive network of medical coders who can assist at any stage of the project from planning and strategy, to the activation phase.

Griffin cites a scenario, where one of BEC's hospital clients faced issues with hierarchical condition categories (HCC). There was a gap between the coding and clinical department which impacted the business operations. The hospital had used 30000 HCC codes, but the codes were not placed on specific patient's problem list, which forced them to shell out more money on Centers for Medicare and Medicaid Services (CMS). By leveraging BEC's consultancy and software solutions, the hospital was able to bridge the gap between patient's clinical data and coding departments. Processes were put in place to review charts and add HCC diagnosis. They were able to increase the risk adjustment factor by billing all HCC codes each year and removing HCC codes that were no longer valid. By providing HCC risk adjustment coding services to Medicare Advantage plans, BEC's consultants completed accurate risk assessment and submitted the risk score before CMS deadlines.

The firm's forte lies in their dedicated consultants who have the profound operational experience to integrate hospital's IT systems with workflow management to deliver top quality patient care. "Our consultants have practical experience with all the leading technology systems and software that includes Epic, Cerner, McKesson, Meditech, Siemens, NextGen, Allscripts, Athena health, and eClinicalWorks; to name a few," states Griffin.

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Blue Eagle Consulting looks forward to forging a low effort, low risk, high return partnership with healthcare clients with a deeper emphasis on their consulting services. With an incredible track record of assisting hospitals, health plans, and physician groups, BEC prides in "delivering the deliverables". **HT**