



From skimping on pay checks to earning increasing collections by 40 %

Glen's success story

By Steve Wattson – Chief Marketing Officer- Billingparadise

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From skimping on pay checks to earning increasing collections by 40 %... Glen's success story

Running a private practice in a tough healthcare climate is a challenge that most physicians face. Glen, a cardiologist based in California, was struggling, like hundreds of cardiologists across the States, to stay afloat. Medicare cuts in reimbursement resulted in collections going down by over 20% in just a year alone.



“I almost went broke”



“When Medicare announced 35-40% reimbursement cuts for major cardiovascular services such as stress tests, I thought I had to wind up and leave”. He was worried and wondered if we could help his struggling practice get back on its feet. We assured him we could .We have over a decade of experience in providing cardiology billing services that can help physicians, scale down on costs and increase their collections.

When we promised Glen we could make a difference we meant every word of it.

Kareo and Billingparadise a team that always delivers!

When Glen told us that he was planning to integrate Kareo with his Practice Fusion ehr, we were thrilled to bits! Kareo, is a billing software that we've worked extensively with, and have always produced results that have made our clients happy. Kareo has some of the most intuitive and comprehensive features around, and a software that according to our senior biller, Tina, “feels like home”.



Free Kareo integration support

We offered Glen our free integration support to get his software up and running without a fuss. Having helped over 200 medical practices with their integration needs it was just a matter of few hours before we got the two systems, working in tandem seamlessly.



Understanding the workflow of both the systems...

practice fusion and Kareo do not share a bi-directional workflow. It is important that insurer records and patient information is entered exactly into both the systems. Key details in patient demographics documentation, such as marital and employment status need to be entered manually in Kareo. It is also important that CPT Codes not recognized in Kareo are added, to bill efficiently.



Glen was relieved when we managed to integrate both the systems without any loss of data. But that is not the only reason why he's recommended our services to seven other healthcare providers!

Knowing the workarounds!

We explained to Glen how we could make use of every feature and possibility the system offered. After a week of touching base with us he signed up for our services on August and could almost immediately see the results!



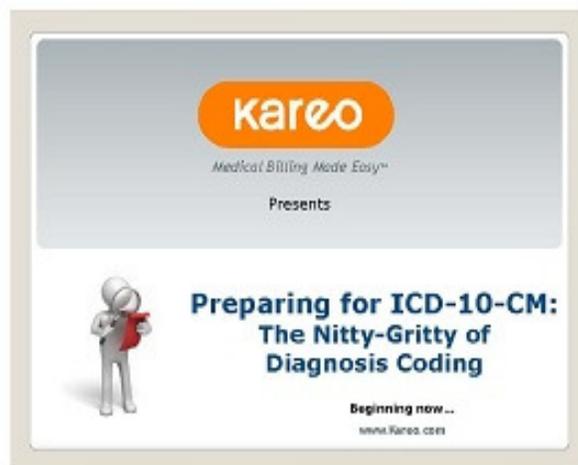
Swift eligibility checks!



The cardiology practice was under staffed and couldn't perform prompt eligibility checks. This led to patients with ineligible insurance coverage to avail of treatment. We used the Kareo insurance eligibility feature to send eligibility enquiry requests to insurers prior to the doctor meeting patients. It helped curb the unhealthy trend of insufficient eligibility verification.

Clean claims that got paid the first time, every time!

The medical coding and charge entry feature offered by **the Kareo billing software helped streamline our billing process further**. We performed real time code checks against insurer specifics and coding guidelines before submitting claims, which lead to squeaky clean claims. The cardiology clinic saw a rapid reduction in rejected claims. And from a rejection rate of an alarming 40% it was now down to almost nil!



To the people who matter!

Unfriendly or complicated patient statements are the bane of all practices. We generated patient friendly, no-frills attached patient statements. We prioritized and customized patient statement batches based on balance to be paid and the frequency of sending patient statements.

As Kareo facilitates patients to pay online, we sent a mail explaining the details of making payments online and the security options offered. There was an increase in patient collections after just a month of working with the clinic.

Financial management solutions...

At Billingparadise denial management is not reduced to just resubmitting a claim. We have a team of experts who analyze the reason for denial, track the most common denominators and systematically work on identifying and eliminating weak links. Our collections and denial management support helped reduce rejected claims drastically.

“A great comeback”

“I feel like my practice has made a great comeback. From dipping into my pocket to pay staff to running a successful practice once again, this feels like a dream. Thanks to your team” was an email we received from Glen the other day. It certainly feels like a dream run, for us too!



Kareo Medical Billing Services

Top 3 reasons why the providers choose Kareo along with BillingParadise?

Reason 1: BillingParadise has been paying the KAREO's monthly subscription fee on behalf of its providers. This lets the providers to use KAREO-PracticeFusion at no cost by paying just 5% of what they get paid from the insurance companies and the patients.

SERVICE	FEE
Kareo's Monthly Subscription Fee	\$ 299.00
Patient e-statement	\$ 30.00
Patient Statement at \$0.69 - Average	\$ 50.00
PROVIDERS ARE SAVING - MONTHLY	\$ 379.00
PROVIDERS ARE SAVING - YEARLY	\$ 4,548.00

Reason 2: Kareo has been recommending BillingParadise for its clients since 2007 as they are impressed with BillingParadise's 24/7 billing and revenue cycle management work flow setup. This has satisfied most our existing Kareo clients..

Reason 3: A leading Urgent Care Hospital in Missouri has been using PracticeFusion - KAREO through BillingParadise. The Urgent Care doctors have been recommending our medical billing services to their referring physicians.

