

ABA REVENUE CYCLE MANAGEMENT

ABA REVENUE CYCLE MANAGEMENT: OPTIMIZING REVENUE AND PATIENT CARE

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SUMMARY: THIS ARTICLE DELVES INTO THE COMPLEXITIES OF ABA REVENUE CYCLE MANAGEMENT, EXPLORING COMMON CHALLENGES, BEST PRACTICES, AND STRATEGIES FOR OPTIMIZATION. THROUGH PERSONAL ANECDOTES, CASE STUDIES, AND EXPERT INSIGHTS, IT PROVIDES A COMPREHENSIVE GUIDE FOR ABA THERAPY PROVIDERS SEEKING TO IMPROVE THEIR FINANCIAL HEALTH WHILE MAINTAINING HIGH-QUALITY PATIENT CARE. THE ARTICLE HIGHLIGHTS THE IMPORTANCE OF TECHNOLOGY, ACCURATE CODING, TIMELY BILLING, AND EFFECTIVE COMMUNICATION IN ACHIEVING A STREAMLINED AND EFFICIENT REVENUE CYCLE.

INTRODUCTION: NAVIGATING THE LABYRINTH OF ABA REVENUE CYCLE MANAGEMENT

THE FIELD OF APPLIED BEHAVIOR ANALYSIS (ABA) THERAPY IS EXPERIENCING PHENOMENAL GROWTH, DRIVEN BY INCREASED AWARENESS OF AUTISM SPECTRUM DISORDER AND THE PROVEN EFFECTIVENESS OF ABA INTERVENTIONS. HOWEVER, THIS GROWTH PRESENTS SIGNIFICANT CHALLENGES IN MANAGING THE COMPLEX REVENUE CYCLE. EFFECTIVE ABA REVENUE CYCLE MANAGEMENT IS CRUCIAL NOT ONLY FOR THE FINANCIAL SUSTAINABILITY OF ABA PRACTICES BUT ALSO FOR ENSURING TIMELY ACCESS TO CARE FOR AUTISTIC INDIVIDUALS AND THEIR FAMILIES. MY JOURNEY INTO THIS SPECIALIZED AREA BEGAN EIGHT YEARS AGO WHEN I WITNESSED FIRSTHAND THE STRUGGLES MANY SMALL ABA PRACTICES FACED WITH BILLING, CODING, AND REIMBURSEMENT. THIS ARTICLE SHARES MY EXPERIENCES AND INSIGHTS GAINED THROUGH WORKING WITH COUNTLESS CLINICS, STRIVING TO HELP THEM NAVIGATE THE INTRICACIES OF ABA REVENUE CYCLE MANAGEMENT.

1. UNDERSTANDING THE UNIQUE CHALLENGES OF ABA BILLING

UNLIKE TRADITIONAL MEDICAL BILLING, ABA REVENUE CYCLE MANAGEMENT INVOLVES SPECIFIC CODING REQUIREMENTS, AUTHORIZATION PROCESSES, AND PAYER INTRICACIES. THE USE OF CPT CODES, SPECIFICALLY THOSE RELATED TO BEHAVIORAL THERAPY, NECESSITATES A DEEP UNDERSTANDING OF CODING GUIDELINES TO ENSURE ACCURATE AND TIMELY REIMBURSEMENT. ONE OF THE MOST COMMON CHALLENGES I'VE OBSERVED IS THE INCORRECT CODING OF UNITS OF SERVICE. A SMALL ERROR CAN LEAD TO SIGNIFICANT REVENUE LOSS OVER TIME. ONE CASE STUDY INVOLVED A SMALL CLINIC THAT WAS LOSING APPROXIMATELY 15% OF ITS REVENUE DUE TO INCONSISTENT CODING. AFTER IMPLEMENTING A COMPREHENSIVE TRAINING PROGRAM AND INTRODUCING A ROBUST BILLING SYSTEM, WE WERE ABLE TO INCREASE THEIR COLLECTION RATE BY 12% WITHIN SIX MONTHS.

1. THE ROLE OF TECHNOLOGY IN STREAMLINING ABA REVENUE CYCLE MANAGEMENT

TECHNOLOGY PLAYS A PIVOTAL ROLE IN EFFICIENT ABA REVENUE CYCLE MANAGEMENT. AUTOMATED BILLING SYSTEMS, ELECTRONIC HEALTH RECORDS (EHRs), AND PRACTICE MANAGEMENT SOFTWARE CAN SIGNIFICANTLY REDUCE MANUAL TASKS, MINIMIZE ERRORS, AND IMPROVE CLAIM PROCESSING TIMES. IN ONE INSTANCE, I WORKED WITH A LARGE ABA PRACTICE THAT WAS STILL RELYING ON MANUAL DATA ENTRY. THIS RESULTED IN DELAYS IN BILLING, INCREASED ADMINISTRATIVE OVERHEAD, AND HIGHER ERROR RATES. BY IMPLEMENTING A CLOUD-BASED EHR AND BILLING SYSTEM, THEY EXPERIENCED A 20% REDUCTION IN ADMINISTRATIVE COSTS AND A 10% INCREASE IN TIMELY CLAIM SUBMISSIONS WITHIN A YEAR.

1. IMPORTANCE OF ACCURATE CODING AND DOCUMENTATION

ACCURATE CODING AND THOROUGH DOCUMENTATION ARE FOUNDATIONAL TO SUCCESSFUL ABA REVENUE CYCLE MANAGEMENT. INSUFFICIENT OR INACCURATE DOCUMENTATION CAN LEAD TO CLAIM DENIALS AND DELAYED PAYMENTS. THIS MEANS METICULOUSLY TRACKING THE SERVICES PROVIDED, DOCUMENTING THE CLIENT'S PROGRESS, AND ENSURING THAT ALL CODING GUIDELINES ARE STRICTLY ADHERED TO. I RECALL A SITUATION WHERE A CLINIC WAS CONSISTENTLY RECEIVING DENIALS DUE TO INCOMPLETE DOCUMENTATION. BY IMPLEMENTING A STRUCTURED DOCUMENTATION SYSTEM AND PROVIDING COMPREHENSIVE CODING TRAINING TO THEIR STAFF, WE WERE ABLE TO SIGNIFICANTLY REDUCE DENIAL RATES AND INCREASE THEIR REVENUE.

1. EFFECTIVE COMMUNICATION WITH PAYERS AND PATIENTS

MAINTAINING CLEAR AND CONSISTENT COMMUNICATION WITH PAYERS AND PATIENTS IS VITAL FOR ABA REVENUE CYCLE MANAGEMENT. THIS INVOLVES PROMPT FOLLOW-UP ON CLAIMS, ADDRESSING DENIALS EFFECTIVELY, AND PROVIDING PATIENTS WITH CLEAR BILLING STATEMENTS. A PROACTIVE APPROACH TO COMMUNICATION CAN PREVENT DISPUTES AND ENSURE SMOOTH PAYMENT PROCESSING.

1. THE IMPORTANCE OF PRE-AUTHORIZATION AND VERIFICATION

PRE-AUTHORIZATION AND VERIFICATION OF PATIENT BENEFITS ARE CRUCIAL STEPS IN THE ABA REVENUE CYCLE MANAGEMENT PROCESS. ENSURING THAT THE SERVICES ARE COVERED BY THE PATIENT'S INSURANCE PLAN AND OBTAINING NECESSARY AUTHORIZATIONS BEFORE PROVIDING SERVICES CAN PREVENT COSTLY DENIALS AND IMPROVE CASH FLOW.

1. STRATEGIC REVENUE CYCLE OPTIMIZATION

OPTIMIZING THE ABA REVENUE CYCLE INVOLVES CONTINUOUS MONITORING, ANALYSIS, AND IMPROVEMENT. REGULARLY REVIEWING KEY PERFORMANCE INDICATORS (KPIs), SUCH AS CLAIM ACCEPTANCE RATES, DAYS IN ACCOUNTS RECEIVABLE, AND COLLECTION RATES, HELPS IDENTIFY AREAS FOR IMPROVEMENT. THIS NECESSITATES A DATA-DRIVEN APPROACH TO IDENTIFY BOTTLENECKS AND IMPLEMENT CORRECTIVE MEASURES.

1. MAINTAINING COMPLIANCE

STAYING UPDATED WITH THE LATEST REGULATIONS AND GUIDELINES IS CRUCIAL FOR COMPLIANCE IN ABA REVENUE CYCLE MANAGEMENT. THIS INVOLVES UNDERSTANDING HIPAA REGULATIONS, PAYER-SPECIFIC REQUIREMENTS, AND CHANGES TO CODING GUIDELINES. NON-COMPLIANCE CAN RESULT IN SEVERE PENALTIES AND LEGAL REPERCUSSIONS.

1. INVESTING IN STAFF TRAINING AND DEVELOPMENT

INVESTING IN STAFF TRAINING AND DEVELOPMENT IS CRITICAL FOR SUCCESSFUL ABA REVENUE CYCLE MANAGEMENT. THIS INCLUDES PROVIDING COMPREHENSIVE TRAINING ON CODING, BILLING, AND DOCUMENTATION. A WELL-TRAINED STAFF CAN SIGNIFICANTLY IMPROVE EFFICIENCY, REDUCE ERRORS, AND INCREASE REVENUE.

CONCLUSION:

EFFECTIVE ABA REVENUE CYCLE MANAGEMENT IS A CRITICAL ASPECT OF RUNNING A SUCCESSFUL ABA THERAPY PRACTICE. BY ADDRESSING THE UNIQUE CHALLENGES OF ABA BILLING, LEVERAGING TECHNOLOGY, ENSURING ACCURATE CODING AND DOCUMENTATION, MAINTAINING STRONG COMMUNICATION, AND FOCUSING ON CONTINUOUS OPTIMIZATION, PRACTICES CAN ACHIEVE IMPROVED FINANCIAL HEALTH AND ENHANCE THE QUALITY OF CARE PROVIDED TO AUTISTIC INDIVIDUALS. THE JOURNEY MAY BE COMPLEX, BUT THE REWARDS—FINANCIAL STABILITY AND THE ABILITY TO SERVE MORE PATIENTS—ARE WELL WORTH THE EFFORT.

FAQs:

1. WHAT ARE THE MOST COMMON CPT CODES USED IN ABA BILLING? COMMON CPT CODES INCLUDE 97110 (THERAPEUTIC EXERCISE), 97112 (NEURODEVELOPMENTAL TREATMENT), AND 97530 (GROUP PSYCHOTHERAPY). HOWEVER, THE SPECIFIC CODES USED DEPEND ON THE SERVICES PROVIDED.
1. HOW CAN I IMPROVE MY CLAIM ACCEPTANCE RATE? IMPROVE DOCUMENTATION, ENSURE ACCURATE CODING, AND VERIFY PATIENT BENEFITS BEFORE PROVIDING SERVICES. PROMPTLY ADDRESS ANY DENIALS OR REJECTIONS.
1. WHAT IS THE IMPORTANCE OF A CLEAN CLAIM? A CLEAN CLAIM IS ONE THAT CONTAINS ALL NECESSARY INFORMATION AND IS SUBMITTED CORRECTLY, LEADING TO TIMELY PAYMENT.
1. WHAT TECHNOLOGY SOLUTIONS ARE AVAILABLE FOR ABA REVENUE CYCLE MANAGEMENT? SEVERAL EHRs, PRACTICE MANAGEMENT SOFTWARE, AND BILLING SYSTEMS CATER SPECIFICALLY TO ABA PRACTICES.
1. HOW CAN I REDUCE MY DAYS IN ACCOUNTS RECEIVABLE (DAR)? IMPROVE CLAIM PROCESSING TIME, IMPLEMENT A ROBUST FOLLOW-UP SYSTEM, AND ADDRESS DENIALS PROMPTLY.
1. WHAT ARE THE KEY PERFORMANCE INDICATORS (KPIs) TO TRACK IN ABA REVENUE CYCLE MANAGEMENT? KEY KPIs INCLUDE CLAIM ACCEPTANCE RATES, DENIAL RATES, DAYS IN ACCOUNTS RECEIVABLE, COLLECTION RATES, AND REVENUE CYCLE LENGTH.

1. HOW CAN I ENSURE HIPAA COMPLIANCE IN MY ABA PRACTICE? IMPLEMENT ROBUST SECURITY MEASURES, PROVIDE STAFF TRAINING ON HIPAA REGULATIONS, AND MAINTAIN THOROUGH DOCUMENTATION OF ALL PATIENT INFORMATION.
1. WHAT RESOURCES ARE AVAILABLE FOR STAYING UPDATED ON ABA BILLING AND CODING CHANGES? THE AMERICAN MEDICAL ASSOCIATION (AMA), CENTERS FOR MEDICARE & MEDICAID SERVICES (CMS), AND VARIOUS ABA PROFESSIONAL ORGANIZATIONS OFFER VALUABLE RESOURCES.
1. HOW CAN I EFFECTIVELY MANAGE PATIENT PAYMENTS? OFFER VARIOUS PAYMENT OPTIONS, PROVIDE CLEAR BILLING STATEMENTS, AND ESTABLISH A SYSTEM FOR MANAGING OUTSTANDING BALANCES.

RELATED ARTICLES:

1. OPTIMIZING ABA BILLING CODES FOR MAXIMUM REIMBURSEMENT: A DEEP DIVE INTO THE NUANCES OF CPT CODES AND MODIFIERS USED IN ABA BILLING.
1. IMPLEMENTING AN EHR SYSTEM FOR STREAMLINED ABA REVENUE CYCLE: A GUIDE ON SELECTING AND IMPLEMENTING THE RIGHT EHR SYSTEM FOR YOUR ABA PRACTICE.
1. EFFECTIVE STRATEGIES FOR REDUCING DENIALS IN ABA BILLING: TIPS AND STRATEGIES FOR MINIMIZING CLAIM DENIALS AND IMPROVING CLAIM ACCEPTANCE RATES.
1. THE IMPORTANCE OF ACCURATE DOCUMENTATION IN ABA REVENUE CYCLE MANAGEMENT: A DETAILED GUIDE ON PROPER DOCUMENTATION PRACTICES FOR OPTIMAL REIMBURSEMENT.
1. UTILIZING TECHNOLOGY TO IMPROVE ABA PRACTICE EFFICIENCY: AN EXPLORATION OF VARIOUS TECHNOLOGY SOLUTIONS TO ENHANCE PRODUCTIVITY AND REVENUE CYCLE MANAGEMENT.
1. MASTERING THE ART OF PRE-AUTHORIZATION IN ABA THERAPY: A COMPREHENSIVE GUIDE ON NAVIGATING THE PRE-AUTHORIZATION PROCESS FOR MAXIMIZING REIMBURSEMENT.
1. UNDERSTANDING PAYER-SPECIFIC REQUIREMENTS FOR ABA REIMBURSEMENT: A DETAILED ANALYSIS OF PAYER GUIDELINES AND REQUIREMENTS FOR ABA SERVICES.

1. THE ROLE OF DATA ANALYTICS IN ABA REVENUE CYCLE OPTIMIZATION: UTILIZING DATA TO IDENTIFY TRENDS, ANALYZE PERFORMANCE, AND IMPROVE REVENUE CYCLE PROCESSES.

1. BUILDING A SUCCESSFUL ABA REVENUE CYCLE TEAM: STRATEGIES FOR RECRUITING, TRAINING, AND MANAGING A HIGH-PERFORMING REVENUE CYCLE TEAM.

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aba revenue cycle management: *25 Essential Skills for the Successful Behavior Analyst* Jon Bailey, Mary Burch, 2023-03-27 This second edition of Bailey and Burch's best-selling 25 Essential Skills for the Successful Behavior Analyst is an invaluable guide to the professional skills required in the rapidly growing field of applied behavior analysis. The demands on professional behavior analysts, BCBAs and BCBA-Ds, are constantly increasing such that several new skills are required to keep up with new developments. Each chapter has been thoroughly updated and seven new chapters address recognizing the need to understand client advocacy, cultural responsiveness, and the movement toward diversity, equity, and inclusion in the field. The authors present five basic skills and strategy areas which each behavior analyst need to acquire: essential professional skills, basic behavioral repertoire, applying behavioral knowledge, vital work habits, and advanced skills. This book is organized around those five areas, with a total of 25 specific skills presented within those topics.

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APPLIED BEHAVIOR ANALYSIS (ABA) IS THE APPLICATION OF THE SCIENCE OF BEHAVIOR ANALYSIS TO REAL-WORLD PROBLEMS WITH THE GOAL OF EFFECTING LASTING AND POSITIVE CHANGE IN SOCIALLY IMPORTANT BEHAVIOR ...

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EMR INTEGRATED TOOLS TO IMPROVE REVENUE CYCLE. ¹ HEALTHCARE INNOVATION. NO MORE DIY APPROACHES TO REVENUE CYCLE MANAGEMENT (2020). LHS APPROACH TO MANAGING REVENUE ...

HINM 230 REVENUE CYCLE AND REIMBURSEMENT MANAGEMENT...

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SPECIALTY MENTAL HEALTH SERVICES MEDI-CAL BILLING MANUAL

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TIONS), IT IS CLEAR THAT ROBUST REVENUE CYCLE PERFORMANCE WILL PLAY AN INCREASINGLY IMPORTANT ROLE IN PROVIDERS' FINANCIAL HEALTH. HOSPITAL REVENUE CYCLE OPERATIONS: OPPORTUNITIES CREATED BY THE ...

FRONT TO BACK - REVENUE CYCLE 101 - AHIA

REVENUE CYCLE 101 HAYLEY OAKES SENIOR MANAGER GRANT THORNTON 1 LEARNING OBJECTIVES 1. EXPLAIN REVENUE CYCLE PROCESS, ROLES, AND FUNCTIONS 2. OUTLINE KEY REVENUE CYCLE ...

HEALTHCARE FINANCIAL MANAGEMENT ASSOCIATION REVENUE...

LEVEL OF CURRENT HEALTH CARE REVENUE CYCLE KNOWLEDGE AND EXPERTISE. THIS DOCUMENT EMBODIES A "KEY CONCEPTS" APPROACH, WHICH PRESUMES THAT YOU HAVE A BASIC UNDERSTANDING OF THE REVENUE ...

REVENUE CYCLE COMPLIANCE LEADING PRACTICES - HFMA

24TH ANNUAL REVENUE CYCLE CONFERENCE REV CYCLING THROUGH ADVERSITY REVENUE CYCLE COMPLIANCE LEADING PRACTICES RESPONDING TO THE PRESENT AND PREPARING FOR THE FUTURE JANUARY ...

REVENUE CYCLE MANAGEMENT: AN IMPORTANT OPPORTUNITY FOR ...

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REVENUE CYCLE - POLICY AND PROCEDURE MANUAL - EHS

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TRANSFORMING MID-REVENUE CYCLE IN HOSPITALS - HFMA.ORG

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REVENUE CYCLE MANAGEMENT - JOHNS HOPKINS MEDICINE

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REVENUE CYCLE MANAGEMENT

HEALTHCARE COST IS INCREASING IN HIGHER PACE THAN REVENUE LEADING TO SHRINKING PROFITS. YOU NEED MAJOR FIXES TO GUARANTEE BUSINESS CONTINUITY. CIRRUS RCM HELPS YOU TO INCREASE YOUR PROFITS!

REVENUE CYCLE MANAGEMENT - MEDCHI

AUG 18, 2023 · THE EIGHT STEPS THAT FOLLOW ASSUME YOU WILL OVERSEE REVENUE CYCLE MANAGEMENT. IF YOU DECIDE TO OUTSOURCE THAT FUNCTION TO A 3RD PARTY VENDOR, YOU STILL NEED TO BE AWARE OF THE ...

2021 RATE-SETTING COVID-19 REVENUE IMPACT ESTIMATES

CURRENT STATUS OF REVENUE IMPACT SENSITIVITY FORECAST. SEWER RATE. QUARTER 1 QUARTER 2 2020 QUARTER 3 2020 QUARTER 4 2020 COVID-19 REVENUE IMPACT ESTIMATES TIMELINE MARCH APRIL ...

RECORD EPS, RECORD BACKLOG, ENHANCED LONG TERM VISIBILITY

KEY HIGHLIGHTS OF FULL YEAR 2024 1) UNDERLYING YoY GROWTH EXCL. IMPACT OF FX, ACQUISITIONS, FOOTPRINT REDUCTIONS, WINDDOWNS OR DIVESTMENTS 2) EBITA EXCLUDING RESTRUCTURING, INTEGRATION, ...

THE FUTURE OF REVENUE CYCLE MANAGEMENT - S3.WNS.COM

REVENUE CYCLE MANAGEMENT HOW PROVIDERS CAN ACCELERATE THEIR BUSINESS THROUGH DIGITAL TRANSFORMATION, PROFIT MAXIMIZATION AND USER EXPERIENCE. HOSPITALS AND PRIVATE PRACTICES FACE ...

ACHIEVE A FASTER, MORE EFFECTIVE REVENUE ...

YOU EARNED THE MONEY—NOW OPTIMIZE REVENUE WITH A FASTER, MORE EFFICIENT REVENUE CYCLE. “WE ACHIEVED AN ALMOST 50% REDUCTION IN TOTAL AR DAYS OUTSTANDING WORKING WITH NEXTGEN ...

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ALAMEDA ALLIANCE FOR HEALTH

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2024 PROVIDER BILLING GUIDE - NEBRASKA TOTAL CARE

5 . CLAIM FORMS . NEBRASKA TOTAL CARE ONLY ACCEPTS THE CMS-1500 (2/12) AND CMS-1450 (UB-04) PAPER CLAIM FORMS. OTHER CLAIM FORM TYPES WILL BE REJECTED AND RETURNED TO THE PROVIDER.

REVENUE CYCLE MANAGEMENT (RCM) OPERATIONS PEAK...

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REVENUE CYCLE MANAGEMENT - RURALCENTER.ORG

REVENUE CYCLE TEAM~ REVENUE CYCLE MANAGEMENT PRESENTED BY: KIMBERLY MOORE DIRECTOR, HEALTH CARE REVENUE CYCLE CONSULTING 701.239.8673 KMOORE@TEIDEBAILLY.COM. ...

2023 - ABA BANK

IN 2023, WE RELAUNCHED OUR ABA BUSINESS ONLINE BANKING PLATFORM, WHICH RECEIVED NEW FEATURES AND A MODERN INTERFACE. WITH CALTEX CAMBODIA, WE INTRODUCED THE ABA FLEET CARD - A CREDIT ...

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RURAL HOSPITAL PERFORMANCE IMPROVEMENT (RHPI) PROJECT

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REVENUE CYCLE PANEL - HFMA

REVENUE CYCLE MANAGEMENT. 3 MODERATOR. CAROL PLATO, MBA, CHFP, HFMA VICE PRESIDENT FOR REVENUE CYCLE NORTH MISSISSIPPI HEALTH SERVICES TUPELO, MISSISSIPPI CAROL IS AN EXPERIENCED ...

ADVANCED REVENUE CYCLE MANAGEMENT SOLUTIONS IN RADIOLOGY

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BY DEBRA CASCARDO, MA, MPA, CFP - PODIATRY M

BY HAVING A WELL-DEVELOPED REVENUE CYCLE GAME PLAN WITH A COMPETENT REVENUE MANAGEMENT TEAM IN PLACE. AN EFFICIENT REVENUE MANAGEMENT SYSTEM IS CRITICAL TO YOUR PRACTICE'S FINANCIAL ...

REVENUE CYCLE ASSESSMENT - KPMG

FOR ADDITIONAL INFORMATION, PLEASE CONTACT: RANDY NOTES PRINCIPAL, ADVISORY, HEALTHCARE SOLUTIONS
212-954-4263 RNOTES@KPMG.COM BEN FOSTER PRINCIPAL, ADVISORY, HEALTHCARE SOLUTIONS

AN HSRC-ASU WHITE PAPER

DEPARTMENT OF SUPPLY CHAIN MANAGEMENT W.P. CAREY SCHOOL OF BUSINESS ARIZONA STATE UNIVERSITY TEMPE,
ARIZONA 85287 SUPPLY CHAIN AND REVENUE CYCLE INTEGRATION: ASSET ...

REVENUE OPERATIONS WORKFLOW TOOL - DEPARTMENT.VA.GOV

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LEVERAGING EPIC TO ENHANCE YOUR REVENUE CYCLE: - HAYES ...

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SETTING UP THE COMPREHENSIVE EPIC SYSTEM PLATFORM IS A HUGE ...

REVENUE CYCLE MANAGEMENT - CDN2.HUBSPOT.NET

REVENUE CYCLE BROCHURE INFO@MEDCORINC.COM 888-661-7746 WWW.MEDCORINC.COM OUR APPROACH THE REVENUE
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