



SAINCE

Accelerated Revenue Management Service (ARMS)



SAINCE is a leader in providing information technology and healthcare process outsourcing services to customers across the country. Our core competencies include providing IT services to technology companies and process outsourcing services to healthcare providers. We work with some of the leading healthcare technology companies in their product or application development/maintenance efforts, as well as outsource business processes for some of the TOP 50 US hospitals in the country.

In today's complex healthcare environment, you have one of the most challenging positions, that of providing quality healthcare services to your customers while at the same time providing the best possible medical and clinical environments for your physicians and other professional staff. You must balance these constantly changing requirements against various governmental and additional regulatory needs, HIPPA, fierce competition for the same customer base, rising healthcare costs across your organization, and shrinking reimbursements from your healthcare payers.

SAINCE is a company that provides a complete suite of healthcare services and offerings to hospitals, clinics, physicians groups and practices. These services and offerings include HIM-360, a fully integrated state-of-the-art Health Information Management Service including dictation capture, transcription, coding and document management service; and revenue cycle management services which includes billing, collections, AR management, denial handling and follow up.

Accelerated Revenue Management Service (ARMS)

SAINCE is pleased today to introduce you to our Accelerated Revenue Management Service (ARMS) exclusively designed for hospitals like yours. While **SAINCE** is a recognized leader for providing ARMS services to physician groups and larger practices, **SAINCE** is now offering tailored Accelerated Revenue Management Services for hospitals as well. Through our Extended Business Office (EBO) methodology, **SAINCE** is able to quickly implement meaningful ARMS capabilities which you can configure and control based on your business situation.

The end result is a flexible business service for actively managing your revenue cycle activities while improving your cash flows and reducing DNFCs. The service impacts all facets of the revenue cycle including charges, coding, claims, billing, collections and analysis. At the same time you are significantly reducing your costs to improve your cash flow position, creating significant improvements in your back office procedures used in this process, improving your revenue cycle performance metrics, and most importantly providing better service to your patients.

Our ARMS service offering includes:

CODING AND DATA ENTRY

Our Coding and Charge Entry Service gets you claims and demographics entered in your rapidly and accurately. By using advanced communication technology in combination with qualified and experienced billing professionals, we can get the claims sent to payers faster, with less errors and at lower cost.

- Charge entry by our billing professionals
- Coding by experienced coders
- Verification of all claims before submission for fewer denials and under payments

BILLING AND CLAIMS PROCESSING

Our Billing and Claims Processing service adds substantial velocity to your revenue cycle. We bill faster, process faster and follow up diligently.

- Data Entry of Charges, posting of Payments from Paper EOBs
- Submission of secondary claims
- Eligibility Verification prior to appointments
- Daily Claims Submission to most payers
- Patient Statement submission services
- Tracking of claims immediately on submission
- Diligent follow up with Insurance Payers after 30 days of submission
- AR Analysis to identify Underpayments and Denials
- Monthly audits to identify patterns of denials and fix them before next month submission
- Extensive and customizable reports

AR AND PAYMENT POSTING

Hospitals and clinics face a significant challenge every day - processing all the paperwork or EOBs received daily, that accompany payments from health insurance payers.

Accurate and timely processing of each EOB is crucial to determine full payment has been received, and the claim can be closed or if it must be resubmitted to the payor. Since EOB data is used to update the remittance processing system and patient medical records, there is often significant data entry involved.

ARMS offers the following to meet this challenge:

- Converting paper documents to electronic format
- Posting payments in to the AR system
- Submit secondary claims from EOBs
- Extensive Document management system

AR ANALYSIS AND FOLLOW UP

Lack of accurate information and inadequate follow up results in direct loss of revenue. Our advanced analytics, extensive reporting capabilities and diligent follow up results in significant improvement in revenues.

- Advanced Analytics
- Receivables Analysis
- Payer Follow-up
- Denials Management
- Resubmission of Claims
- Secondary Claims Submission
- Extensive Reporting

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Technology.
Transformation

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