

SEE YOUR REV CYCLE DIFFERENTLY

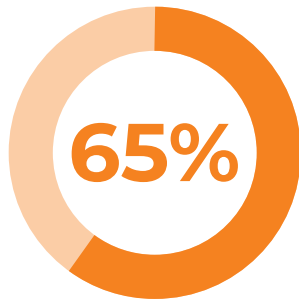
Denials by the numbers

STATE OF THE INDUSTRY



of denials are preventable and two-thirds are appealable¹

Up to 65% of denials are never worked²



What is your organization's current success rate for overturning denials?

"Denial and Appeal Management helps our staff identify the workable denials and organize the work into queues, so claim issues can be resolved in a timelier fashion."

Janna Aiken, Billing Director,
Clinical Revenue Management Systems

HIGH COLLECTION COST

How much cash is your organization leaving on the table related to denials?

\$25

average cost to work a denial³

20%

of denials cost more to work than the cash they yield⁴

25%

of claims are denied⁵

DELAYED CASH

How much time does it take your staff to create an appeal package in your current environment?

70%

of invoices greater than 6 months old become noncollectable⁶

\$15K

Practices spend roughly \$15,000 re-working claims⁷

31%

of providers are still using manual claims denial management processes⁸

1 An ounce of prevention pays off: 90% of denials are preventable, Advisory Board
2 Beckers Hospital Review, 2018
3 Your Revenue Cycle: Denial Rate, American Academy of Family Physicians
4 Waysar Client Data

5 Top 4 Claims Denial Management Challenges Impacting Revenue, Rev Cycle Intelligence
6 The Accounting Minute, Sutherland Global
7 8 Tips for Avoiding Denials, Improving Claims Reimbursement, Rev Cycle Intelligence
8 2016 RCM Denial Management Essentials Brief, HIMSS