

**YOUR CLINIC
LOGO**

QUARTERLY PRACTICE SNAPSHOT

**EXAMPLE OF A PRACTICE ANALYSIS
WHAT YOU CAN EXPECT AS AN IN TOUCH BILLING CLIENT**

PREPARED BY



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JUNE 2023

PRACTICE GROWTH



Increase in revenue

The average monthly collection has increased from \$78,090 in 2020 to \$85,488 in 2021 for the period from September 2021 to February 2022.

IMPROVEMENTS IN BILLING > HIGHER PAYMENTS



Increased revenue as a direct result of our streamlined collection protocols

Compared to 2021, there is an increase of \$7,398 per month in 2022 even though the average number of patient visit has decreased from 822 in 2021 to 814 in 2022 for the period from September 2021 to December 2021.



Fewer denials attributed to Neighborhood Plan (NHP)

In 2021, approximately 98 claims were denied because 'Coverage/program guidelines were not met or were exceeded'. We provided personalized recommendations and helped resolve the issue.



Decrease in AR

Currently, your unpaid claims in the above 90 days AR category represent 6.2% of the total AR. Looking back to September 2020, this ratio was 13.48% of your total AR.



Reactivation of past patients

Every month we have been sending you a list of past patients who have stopped scheduling appointments/ been discharged. An effective outreach program with these old patients will help the clinic to reactivate past patients.

RECOMMENDATIONS

1. Increasing patient visits

Approximately 85% of your cash flow comes from the following 7 payers:

1. Medicare Part B
2. Allways Health Partners
3. Blue Cross Blue Shield
4. United Healthcare
5. VA Fee Basis Programs/Triwest/VAPCCC
6. Boston Medical Center
7. Harvard Pilgrim Health Care

An increase in the patient volume for these 7 payers will further increase revenue.

2. Minimize patient appointment cancellations

Patient visits have decreased in 2021 compared to 2020. Upon further investigation, it appears that a lot of patient appointments were cancelled by providers. Streamlining the patient scheduling process will help increase the number of patient visits.

3. Faster spreadsheet collaboration

If your practice can provide us with the requested information on the google spreadsheet in a timely manner, we will be able to work on the unpaid claims much faster.

QUESTIONS?

SCHEDULE A CALL AT WWW.INTOUCHBILLING.COM/CLIENT