Revenue cycle improvement

Optimizing your revenue cycle and proactively preparing for industry changes can be tough. The MGMA Health Care Consulting Group offers specific solutions that restructure and improve your revenue cycle functions based on a solid assessment of your policies, processes, procedures and revenue systems. No ambiguous language – just functional tools and strategies that increase staff efficiencies and productivity to increase your bottom line.

Value

Our revenue cycle improvement services will help you:

- Explore your organization’s people and technology to help increase revenue and productivity
- Transition from a fee-for-service reimbursement model to a value-based one to ensure maximum payments
- Streamline and optimize revenue cycle processes and procedures for optimal business operations
- Improve annual cash flow and reimbursements
- Enhance customer service and provide a positive patient experience

Scope of services

Revenue cycle improvement services are variable depending on your practice’s or organization’s needs. Engagements are customized and often include:

- Assessing current revenue cycle processes for strategic, operational and technological issues
- Analyzing and reviewing your revenue cycle management staffing and processes
- Reviewing accounts receivable data and physician documentation coding practices
- Analyzing and comparing key performance indicator benchmarks

Expected timeline

Typical revenue cycle analysis takes 45 days to complete. Implementing the recommendations and determining their success takes an additional 60 to 90 days.

Deliverables and outcomes

The MGMA Health Care Consulting Group delivers measurable, tailored revenue cycle improvement to which our clients’ organizations have buy-in and commitment. The return on investment for this work includes:

- Remaining competitive through optimization of scheduling, clinical documentation and patient flow
- Reduced claim denials to create a more sustainable organization
- Increased revenue and cash flow to invest in future technology, staff and market share
- Reduced accounts receivable days for more efficient revenue cycles
- Enhanced customer service strategies, allowing your practice to remain a leader in patient care

For more information about how we can help you, please call us at 877.275.6462, ext. 1877 or email us at consulting@mgma.org.