

Administrative Services

CONTRACT ANNOUNCEMENT

Revenue Cycle Solutions - Revenue Cycle Consulting and Interim Management Services

► Background

As health care providers report smaller and smaller margins, managing the revenue cycle can be critical to an organization's survival. While large hospitals and health systems may dedicate a full department to capture, bill and collect revenue, smaller facilities and systems rarely have the resources they need to optimize revenue management.

Revenue Cycle Solutions (RCS) can help these small health care providers by providing top-notch health revenue consultants at a reasonable price.

► Contract Provider

Revenue Cycle Solutions is a health care consulting firm specializing in revenue cycle reviews, interim patient account management and customized revenue-related projects. Dedicated to assisting hospitals and health systems with fewer than 200 beds, RCS serves clients in Delaware, New York, Ohio, Pennsylvania, Washington DC, and West Virginia..

► Benefits

RCS delivers cost-effective solutions to problems related to capture, billing and collection of health care revenue. To serve smaller hospitals and health systems, RCS offers revenue cycle reviews, Contract Essentials and management services.

Revenue cycle reviews are conducted onsite by RCS consultants. Facilities receive a detailed operational assessment, including reports on department staffing, skills, processes and system usage.

Contract Essentials helps hospitals evaluate and manage third-party payor contracts. Under

this unique program, RCS consultants organize contract information for each payor and insurance product and identify key performance indicators. RCS can also advise health care providers on contract modification requests, bargaining strategies and contract generation and renewal.

RCS also offers long-term and short-term interim management services to fill temporary vacancies, assist a current manager or provide additional staff in a backlog or crisis situation.

► Features

Revenue Cycle Reviews

- Conducted on site by RCS consultants
- Report includes department staffing, skills, processes and system usage
- Detailed revenue cycle assessment identifies deficiencies and opportunities for operational and financial improvement

Contract Essentials

- RCS consultants gather, review and summarize contract information from all payors and insurance products
- RCS consultants identify key performance issues based on paid claim data
- Assistance with contract modifications, bargaining strategies and contract generation or renewal is available

Management Services

- RCS management professionals fill staffing vacancies, help the current manager or provide additional staff in backlog or crisis situations
- RCS management professionals can be available within two weeks of request



Contract Data Highlights

Contract Number: AS 91316
Effective: February 1, 2004
Agreement Terms: Open-ended

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Note: This is a regional contract that is available in Delaware, New York, Ohio, Pennsylvania, Washington DC, and West Virginia.