



# Maximizing Revenue with Advantum Health's Denial Management Services

## Avoiding a Big 'Hit' to Your Bottom Line

Like the old health adage "an ounce of prevention is worth a pound of cure," the same is true for the financial health of your practice. That's why an important aspect of Advantum Health's comprehensive revenue cycle management services is Denial Management — including the critical element of denial prevention.

Denied claims can cause up to 90% of missed revenue opportunities, so effective denial management that begins upfront — along with prompt response when denials do occur — is paramount to the financial success or failure of your practice.

## Avoiding Denials, Detecting Trends

Advantum Health's denial management process begins with an upfront assessment of past and current charges, payments, denials and related data. This enables us to understand areas of focus and how to align Advantum's team, the workflow and data captured within your practice's electronic health record (EHR) and other aspects to ensure we properly monitor, avoid and resolve issues starting day one.

Preventing denials upfront involves careful review of all coding on each superbill, ensuring the capture of all codes to accurately represent each service delivered. We look for unintentional up-coding or down-coding that could lead to denials that impact your cash flow and increase the hassles and costs of resubmission.

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# Advantum Health Helps Prevent Denials

## Advantum Health's Denial Management Services

- ▶ Focus on key areas: Our client engagement teams help ensure we treat the biggest areas needing attention first to maximize impact from day one
- ▶ Proactive coding reviews: Our team prevents most denials upfront while ensuring coding is complete and accurate for all the clinical services you provide
- ▶ Denial analytics platform: A constant review of your data helps us determine areas of operational and financial improvements, along with unpaid or underpaid claims
- ▶ Benchmarked analysis: Our team helps you compare your results and statistics with the MGMA-recommended benchmarks by specialty
- ▶ Denial processing: Quick review, correction and resubmission of denied claims to prevent further delays in claim processing and receipt of payment
- ▶ No claim left untouched: Unlike other service providers, Advantum manages all claims, whether electronic or paper

## Advantum Health Helps Speed and Maximize Revenue, Minimize Costs

From denial prevention to detecting root causes, implementing best practices and prompt follow-up and resubmission of denied claims, Advantum Health's professional, certified team delivers a comprehensive set of Denial Management services designed to minimize denials and the resulting costs. Our team maximizes your cash flow to ensure you are promptly and accurately paid for each service you provide each patient.

Our team works alongside yours to make operational changes promptly to prevent similar issues going forward, including the delivery of an easy-to-read report that we review with you monthly to discuss where issues have arisen, what has been implemented to address them, and the impact to your bottom line.

Advantum's Denial Management services are an integral part of our revenue cycle management services targeted to help you survive and thrive in the ever-evolving environment of healthcare delivery and reimbursement.

For more information:  
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### About Advantum Health

Advantum Health provides comprehensive revenue cycle management (RCM) services through a robust, innovative technology suite. By integrating RCM services with healthcare consulting, Advantum Health helps hospitals and physicians increase their existing revenue stream, uncover new payment opportunities and elevate RCM performance.