



# REVENUE CYCLE SERVICES



The passage of healthcare reform in 2010 and the integration of revenue cycle to electronic clinical documentation has set off another cycle of major change for providers. While these are game changers, what hasn't changed is that high performing accountable care still demands an improving revenue cycle.

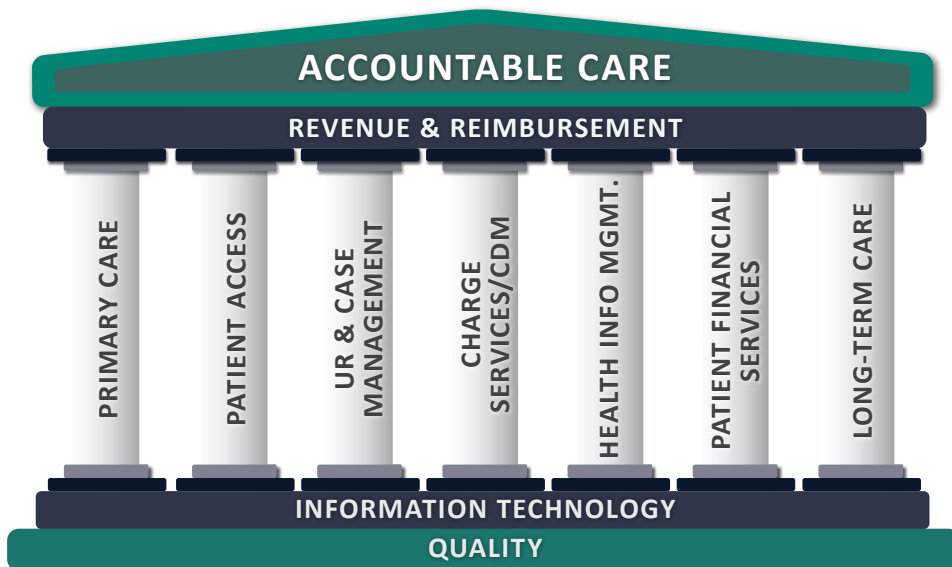
The key strategies and foundational elements that increase revenue, decrease costs and bad debt, increase customer satisfaction, and ensure patient friendly billing - along with

the ability to adapt and manage change - directly impacts the ongoing fiscal viability of providers. Revenue cycle adaptability and optimization continues to determine which hospitals will thrive in tomorrow's healthcare environment.

For over a decade, Jacobus has helped healthcare providers improve financial results through a Revenue Cycle performance improvement package of advisory services, education, process redesign, and systems optimization to drive increased cash, added revenue and improved customer service.

## The Pillars of the Revenue Cycle – Proven to Increase Cash, Revenue and Customer Service

“Pillars of the Revenue Cycle” is a Jacobus methodology that drives financial improvement through a suite of services tailored to increase revenue and collections, drive efficiency improvement, and improve patient and physician satisfaction.



**"** I've worked with Jacobus at 3 hospitals to address some difficult challenges and to improve revenue cycle operations. Their approach breaks down silos and creates lasting improvement, and drives significant increased revenue and cash collections. I am impressed with the quality of the Jacobus team - they are highly motivated, skilled and have a way of making the staff feel safe and valued.**"**

*Melanie Van Winkle, CFO - Mammoth Hospital*

For more information please contact us at our website, [www.jacobusconsulting.com](http://www.jacobusconsulting.com)

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**"Jacobus was instrumental in inspiring our administrative & clinical managers to put into practice the tenets of better revenue cycle management. With Jacobus problem solving and coaching skills, we saw significant gains to our financial position and towards meeting our strategic goals."**

*David Keith, Chief Operating Officer - Kern Medical Center*

## About Jacobus Consulting

Jacobus Consulting is a leading process improvement and healthcare IT services firm that assists providers to transform clinical systems, optimize financial results, and improve IT performance. We combine strategic thinking, operational and patient care experience, project and process best practice, and systems expertise to empower efficiency in healthcare delivery. For over a decade across North America we have been *Advancing Healthcare Together.*

## Our "Pillars of the Revenue Cycle" Services

The Jacobus "Pillars of the Revenue Cycle" approach includes the revenue cycle-accountable care continuum and addresses providers, patients and staff. It drives sustaining improvement through best practice and team collaboration that optimizes workflow, policies, systems and staff performance so results rise to the next level. Services include:

- *Revenue Cycle Systems – Acute and Ambulatory*
- *Revenue Cycle Leadership and Strategy*
- *Payment Model Optimization - ACO, Medical Home, Bundled Payments, Care Models*
- *ICD-10 and HIPAA 5010 Preparedness and Implementation*
- *Patient Access Workflow and Systems Optimization*
- *Enrollment & Outreach Programs for Expanded Coverage*
- *Charge Capture Within Electronic Clinical Documentation*
- *Billing, Collections and Denials Management Services*
- *SWAT Teams – for Rapid Cash Collections and AR Improvement*
- *KPI's – Key Performance Indicator Dashboards*
- *Revenue Cycle Education and Training*



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