

**C**  **R O N I S**

— H E A L T H —

**Much More Than Just  
Revenue Cycle Services**

## Saint Clare's Health System

Revenue Guard started providing EMS ambulance revenue cycle services to Saint Clare's Health System (SCHS) after a one-year sales effort. SCHS is a large multi-hospital provider in northern New Jersey with a substantial EMS call volume of 40,000 transports and gross revenue of over 19 million per year. Prior to Revenue Guard SCHS had a dedicated team of ambulance billing staff within the hospital billing offices.

As part of our sales effort, we requested to do a targeted auditing of claims to prove our position that expert knowledge in EMS revenue cycle sub-specialty will produce financial results.

Our Internal audit and compliance review exposed unrealized billable events that equated to over \$200,000 in additional annual revenue. Poor billing and coding compliance put the department at risk equated to an additional \$300,000 a year in lost revenue. In addition, outdated charges and contracted rates equated to approx. \$325,000 per year in gross revenue. The days outstanding were at 140 days compared to our existing customer, which stands at 80 days. We provided SCHS's field team members with training on documentation that assisted with bringing the claims management back into compliance and facilitated proper billing and coding. The lack of overall up-to-date ambulance industry expertise and leadership prompted the change to Revenue Guard.

We decreased AR and denials in all categories by 45%. Ultimately SCHS has benefited from our expert EMS revenue cycle services as we projected in our sales presentation.

**Over the next 18 months, we have improved SCHS cash by 1.1 million.**