

Physician Revenue Toolkit® and Physician Management Toolkit

How many full-time physicians does your healthcare organization manage? Does your organization have a centralized management group for employed physicians? Today, it's estimated up to 90% of U.S. hospitals directly manage physicians, depending on specialty. Some specialties show an almost 50% growth in hospital employment. As hospitals employ more physicians, they find themselves challenged with how to capture physician productivity, profitability and return-on-investment for physician services. Provider organizations are constantly searching for ways to stop revenue leakage. But how do you gain the visibility into business processes that is necessary to ensure optimal reimbursement for the services you provide?

What's needed is a unique, powerful, PC- and Web-based, analytic toolset that flags opportunities for improving the accuracy and integrity of your organization's charging and coding. Accurate charging and coding not only helps minimize payment delays, denials and missed charges, it also reduces the serious risk of compliance penalties associated with coding errors, which include significant fines. Managing in alignment with industry best practice standards for charging and coding is significantly easier and more efficient with the right tools.

Automated revenue integrity software to better manage billing for physician groups

If you handle billing for physician groups today, you really need automated tools to remain compliant with constantly changing regulatory guidelines and your own organizational policies. Physician Revenue Toolkit® and Physician Management Toolkit are designed specifically to meet the

needs of those managing billing for large physician group practices. Their underlying technology is the same as that in Craneware's Chargemaster Toolkit®, which is ranked No. 1 in the KLAS revenue cycle – chargemaster management market category for the past four years. This Software-as-a-Service (SaaS) solution allows physician groups and other provider organizations to take advantage of the same industry-leading software currently in use by more than 1,000 U.S. healthcare providers to optimize their legitimate reimbursement, increase operational efficiency and reduce compliance risks.

Are you proactively managing your physician fee schedule?

What are your pricing strategies? Are you prepared for your next CMS audit?

Practice management systems do not contain the fee schedule information and up-to-date regulatory content that allow you to analyze pricing, which is critical to ensuring you remain competitive,



compliant and accurate with your pricing, coding and billing. Ensuring defensible pricing is a powerful strategy towards optimizing your allowable reimbursements, while remaining compliant and accurate with respect to your coding and billing practices.

Craneware's Physician Revenue Toolkit software proactively manages a group's charges, codes, RVUs, fee schedules and related information. The business analytics behind Physician Revenue Toolkit help ensure that you capture all the revenue you are entitled to, identify compliance-related risks, and improve operational efficiency. The solution provides a simple way to evaluate RVU and fee schedule use at a line-item detail level, while improving regulatory compliance with respect to Medicare rules and regulations, as well as the latest coding changes. It is packaged with Online Reference Toolkit®, an automated reference tool with coding and regulatory updates specifically for physicians.

Craneware's Physician Management Toolkit provides and tracks key financial and operational drivers through data trending, and is fully integrated with both Craneware's Physician Revenue Toolkit and Online Reference Toolkit.

Physician Revenue Toolkit® includes:

- Highlighting of fee schedule variances to identify missing reimbursements
- Identification of missing and outdated or incorrect procedure codes, which could amount to thousands of dollars of potentially missed revenue
- Management of compliance risk, including identification of deleted, replaced or invalid codes, inappropriate modifier use, and E/M coding curve analysis
- Customizable workflow tool to document decisions and changes specific to your practice
- Regular and timely automated updates to keep you current with CCI edits, LCDs/NCDs, and all the latest reimbursement and coding information
- Ability to maintain a detailed audit trail of historical changes and effective dates, greatly improving charge control
- Craneware's Online Reference Toolkit of powerful reference tools with instant access to coding and medical necessity information, eliminating the need for books and manuals

Physician Management Toolkit includes:

- Automated measurement of physician productivity using RVU analysis
- Financial and operational ratios from corporate, practice, physician and payer perspectives to determine profitability, cost management, productivity, capacity and staffing ratios
- Accounts receivable and collection management tracking, trending and analysis
- Customizable workflow tool to document decisions and changes specific to your practice

The end result with the combination of tools is an accurate and compliant charge file that prevents incorrect codes from ever reaching the patient's bill. This kind of accuracy establishes a strong foundation of revenue integrity for your organization's continued growth and success. Craneware solutions support transforming healthcare organizations' revenue integrity processes. With Craneware's reputation for outstanding training and support, your satisfaction with our customer relations is sure to exceed your expectations. Our industry expertise brings you best practice knowledge so you can get back to taking care of patients, instead of continuously managing coding and billing issues.

Call 1-877-624-2792 or email info@craneware.com to learn more about how Craneware can help you optimize reimbursement, increase operational efficiency and minimize compliance risk within your organization.

About Craneware

Craneware (AIM:CRW.L) is the leader in automated revenue integrity solutions that improve financial performance for healthcare organizations. Craneware's market-driven SaaS solutions help hospitals and other healthcare providers more effectively price, charge and code for services and supplies associated with patient care. This optimizes reimbursement, increases operational efficiency and minimizes compliance risk. By partnering with Craneware, clients achieve the visibility required to identify, address and prevent revenue leakage. To learn more, visit craneware.com.



Craneware's Chargemaster Toolkit® is ranked No. 1 in the Revenue Cycle - Chargemaster Management market category in the "Top 20 Best in KLAS Awards" report, published December 2009. www.KLASresearch.com. Data © 2009 KLAS Enterprises, LLC. All rights reserved..



Healthcare Financial Management Association staff and volunteers determined that Craneware's Chargemaster Toolkit®, Chargemaster Corporate Toolkit®, Bill Analyzer, Online Reference Toolkit®, and Interface Scripting Module have met specific criteria developed under the HFMA Peer Review Process. HFMA does not endorse or guarantee the use of these products.



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