

## *Revenue Neutrality*



Why does your organization need to have full Revenue Integrity before and after system installation? Because without Revenue Integrity during system migration, your expected revenue can suffer and you may not be collecting the revenue you expect. That can bring a hospital to its knees.

Historically, projects like this required armies of people manually examining the numbers in time consuming and resource draining events. Considered a necessary evil because if the revenue is not counted, how can it be collected? Avelead will reduce the risk of lost revenue and mis-categorization because we automate large parts of the process that ensures you can rapidly identify and resolve any lost or incorrect charges.

We also reduce the need for massive resources to accomplish this task. We'll do it better and faster, and you'll still have your resources available for other important tasks.

Whether you are planning a Go-Live with brand new software, a system upgrade, a merger or acquisition, a new service line, or you just want to make sure nothing is being missed, Avelead can help keep up with the changes driven internally or from changes in CMS requirements. Your clinical and financial CDMs have to match, be current, and reflect only the services you presently offer.

Because Avelead's people have sat in the C-Suite at hospitals and health systems, a major value we deliver is that ability to handle the project delivery so you can handle your regular job. We know the pressures you face when changes occur, how to build relationships across all parts and levels, and how to make sure that all work reflects well on you and the organization. We get the work done.

Creating accurate models of post conversion revenue is difficult work with many moving parts, but Avelead's technical prowess allows many of these steps to be automated, saving your health system on consulting costs compared to competitors.

*We can give your organization the comfort and knowledge that you are fully prepared for the system transitions that you are undergoing.*

- ▶ Prepare and deliver a complete chargemaster review before and after system changes to ensure all billable services are correctly captured and categorized, including testing in the Order Catalog and the Virtual Views of clinical charges.
- ▶ We can add an examination of pricing standards within your market to further prepare your organization for pricing transparency and ensure that the pricing available to the public is consistent with your marketing messaging and does not create undue bad press.
- ▶ Our methodology allows your organization to have a single, common language for system conversion so different departments cannot unduly influence the outcomes to artificially benefit their metrics. We ensure your revenue is categorized accurately in your general ledger.
- ▶ An additional layer we can prepare is work with our Denial Index (DI) metric to further examine your revenue integrity for impacts on net received cash, not only gross charges. Avelead has expertise in determining actual revenue impacts from transitioning to new systems, and improves predictability of cash flow.
- ▶ With our Post Conversion Audit Services, the conversion is completed and revenue is matching as expected, we create an additional audit team to examine a cross section of claims so you can be comfortable that your new system and processes for charging match organizational standards.

What we bring you is revenue clarity. Your people, processes, technology, and governance are all impacted by the revenue you measure. Your job is impacted by the revenue you collect. Let Avelead be your partner to help get you there.



Avelead helps hospitals and health systems optimizing their clinical, financial, and operational performance through strategic consulting services including implementation, technology, and revenue cycle services. By utilizing a well-blended mixture of strong leadership, solid methodologies, and innovative technology, Avelead delivers reliable results for their clients. Since its inception, Avelead has consulted with more than 60 hospitals and health systems nationally. For more information, visit [www.avelead.com](http://www.avelead.com) and connect with Avelead on Twitter, LinkedIn, and Facebook.