



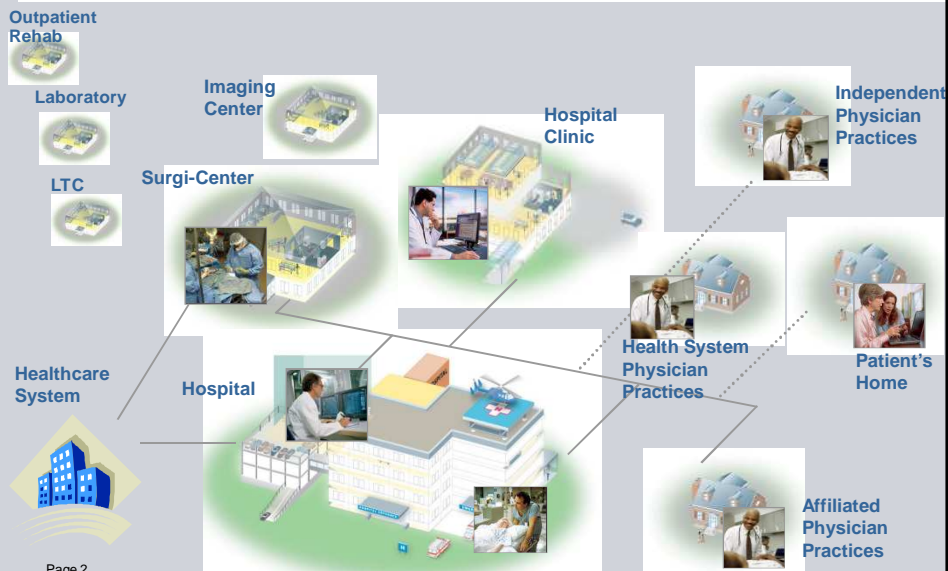
# Next-Generation Revenue Cycle Management

Keith Beck  
Product Marketing Manager  
Siemens Revenue Cycle Solutions

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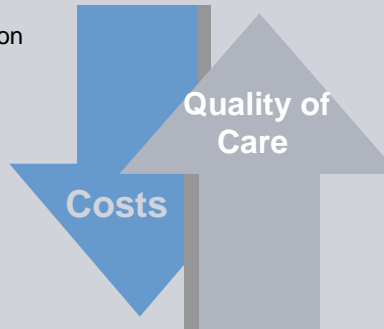
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## Market Characteristics - Comprehensive Healthcare System (IHN)

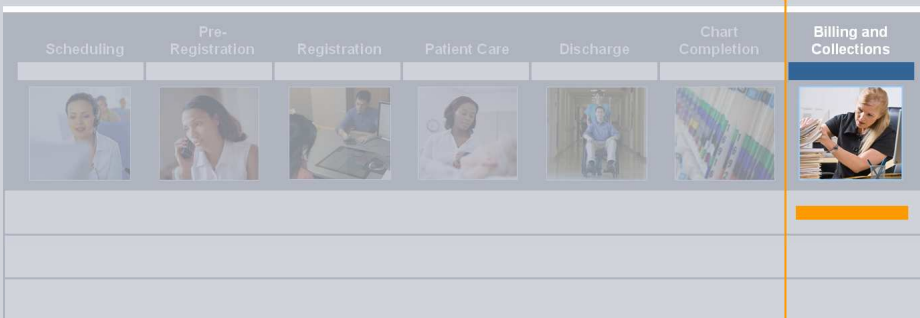


### Next-Generation RCM: Market Drivers

- Improve financial performance and drive down total cost of ownership
- Eliminate Bolt-on expense
- Emphasis on consolidation and standardization
- Enhance the "Patient Experience"
- Enable ready-access to business intelligence
- Support emerging payment models
- Establish a "proactive" environment
- Accelerate regulatory compliance



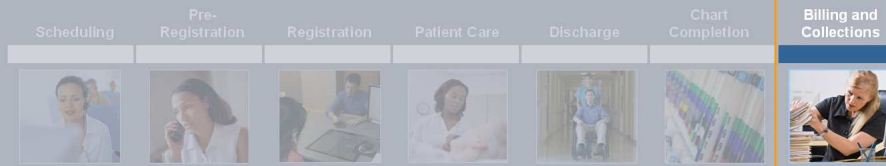
### Traditional Approach: Rules, Tools, Edits on the Back-end





Business, payer, and contract rules are applied to the claim; missing and incorrect data are fixed.

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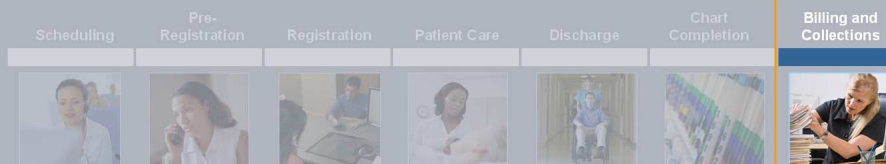
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-  Business, payer, and contract rules are applied to the claim; missing and incorrect data are fixed.
-  Administrative claim errors are identified and corrected.

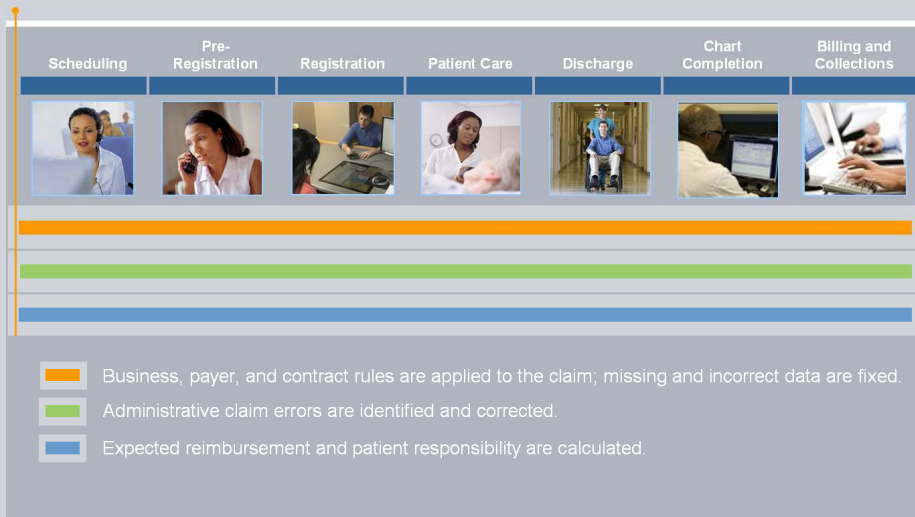
## Traditional Approach: Rules, Tools, Edits on the Back-end

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-  Business, payer, and contract rules are applied to the claim; missing and incorrect data are fixed.
-  Administrative claim errors are identified and corrected.
-  Expected reimbursement and patient responsibility are calculated.

## Leveraging Rules and Tools Throughout the Revenue Cycle



## Next-Generation RCM: Transformational Attributes

- Single Enterprise-wide Solution**
  - Single database with virtual segregation and one set of master files supporting IDN - acute, post-acute, ambulatory, practice management
  - Includes scheduling, eligibility verification, referral tracking, financial clearance, medical necessity, claim editing, contract management, remits management, denial management, and document imaging
- Encounter-based Patient Access and Revenue Management**
  - Encounter-based vs. account-based so registrar doesn't need to know payer rules or how services will be billed; the system groups charges to create claims
- Contract-driven Revenue Management**
  - Embedded contract engine calculates expected reimbursement continuously and drives workflow of entire revenue cycle
- Embedded Workflow Design**
  - Integrated workflow supported by flexible rules-based processing and actionable, exception-based work listing
- Embedded Payer Rules**
  - Embedded payer rules eliminated bolt-on claims scrubbing and provides an optimized billing workflow
- ONE PERSON – ONE Enterprise Bill**
  - Professional and technical fees can split by encounter, charge, and receivable

