



**ANESTHESIA**  
BUSINESS CONSULTANTS

## Billing and *Accounts Receivable*



**“ABC has years of practical experience in the oversight and management of the entire billing and accounts receivable process.”**

Since 1979, ABC has provided billing, accounts receivable management and practice management services to anesthesiologists, CRNAs and facilities that employ them. No one company is more qualified to provide comprehensive practice management solutions. While many management companies have isolated areas of strength and specific competence, ABC stands alone in its ability to design a comprehensive solution, meeting specific management requirements of a complex anesthesia organization.

What sets ABC apart is its commitment to people, process and technology.



## People: The ABC Management Advantage

*ABC distinguishes itself through its focus, operational approach and management structure.*

**Core Focus:** Unlike many competitors who continually redefine their market focus, ABC has remained true to its core market of anesthesiologists, certified registered nurse anesthetists and pain management specialists since its inception in 1979, enhancing the credibility of its insight and advice. This consistent focus has allowed ABC to be innovators, scrutinizing technological advances and changing governmental regulations for applicable enhancements and requirements; and integrating, when appropriate, utilizing both third-party applications as well as custom software development within its extensive line of proprietary product development.

**Privately Held = Flexible and Responsive:**

Managing a business based on the input and expectations of shareholders does not always result in the most appropriate business decision-making. Because ABC is privately held, it has much greater flexibility in setting its agenda, managing the business and being responsive to its clients' needs.

**True Partnership:** ABC believes its relationship with its clients is a true partnership—a partnership in which ABC not only helps improve the billing process, but also helps the group operate more efficiently in the operating room and more proactively in its relationship with the hospital.

**Management Support:** ABC's approach to client relations results in effective management and oversight, ensuring consistent processes and exemplary results. A management team is assigned to your account, including an ABC Vice President or Regional Director, Client Manager and other

support staff. ABC's team of professional managers represents the most extensive anesthesia practice management experience and professionally accredited skills in the nation. Comprised of CPAs, MBAs, MHAs, and CPCs, the management team has demonstrated expertise in accounting, finance, hospital negotiations, governance, compensation formulas and group practice management.

**Transition Management:** Once you sign on to become an ABC client, ABC provides a seamless orientation process, with optimum support structure.

- ABC is experienced in assisting clients' transition from other national billing companies and in-house solutions. There is no one clear-cut path, the transition is customized for you.
- ABC provides a detailed review of your company. It also determines specific practice configurations and requirements to meet your unique needs and goals.
- We start right away, providing education with goal transparency and strategies designed to meet those goals. Transition includes an analysis of lost revenue potential and development of written billing guidelines and policies. Transitioning ABC clients always experience an increase in collections as a result of better charge capture, coding and more effective insurance verification.

**Other Services:** ABC can provide assistance with compliance plans, provider documentation, ongoing education via compliance in-services, whether onsite or web-based, along with audit feedback on provider documentation and discussion and recommendations regarding management information requirements.



## Process: The ABC Service Advantage

ABC offers a full range of services designed to meet each client's needs, from a specific area of service to an all-encompassing solution partner.

### *Billing and Reimbursement Services:*

Because the key to successful revenue cycle management is the timely submission of a valid claim to the appropriate payer, ABC focuses on ensuring that all possible services have been considered in the coding process and that claims comply with specific payer requirements. The following are just some of the specific features of this approach:

- Reconciliation of charges to operating room and OB logs
- Documentation review and coding by AAPC-certified coders
- Regular feedback on quality and provider charge documentation consistency
- Front-end edit and claim-scrubber technology
- Electronic claims filing and payment posting
- Unique patient deductible management strategies
- Claim underpayment monitoring and appeals
- Managed care contract monitoring and negotiation
- Regular interaction with practice managers to identify potential compliance concerns and billing opportunities
- Provider enrollment with carriers
- Production and performance reports that identify significant performance trends and issues
- Unlimited data access, pattern identification and custom report development

### *Management Support Services:*

ABC prides itself on providing three essential things to clients: cash, information and advice. It is no longer sufficient to just manage the revenue cycle. In the current complex healthcare environment, all the factors that determine the strength and viability of a practice and the facilities it serves must be considered. No one company is more qualified to furnish critical management information and proactively advise practice decision makers than ABC. Because ABC understands the challenges facing today's anesthesia practices, it can provide a full scope of management options.

*Once you sign on to become an ABC client, ABC provides a seamless orientation process, with optimum support structure.*

## Technology: The ABC Technology Advantage

Ultimately, the key to success in a dynamic market environment is data, both financial and clinical. Practices must be able to demonstrate their value empirically. Anesthesia practices have more and better data about what happens in the operating rooms and delivery suites than any other source in the facility. The most successful practices have learned to use this to demonstrate their value to the facility. ABC's suite of technology products allow practices to easily integrate the data they have into tools designed to collect more, provide insight and aid in decision making.

The proprietary billing and data collection tool, F1RST*Anesthesia*, is the most advanced, secure and reliable software designed especially for anesthesia billing and practice management. F1RST*Anesthesia* converts clinical information into claims for reimbursement. This powerful tool supports electronic claims editing to ensure consistently high billing acceptance rates and minimizes manual intervention in payment posting through direct remittance processing. Providers also are able to receive real-time or historical information through F1RST*Anesthesia's* web-based technology or advanced data warehousing/data mining technology.

**Support Technologies:** Joining F1RST*Anesthesia's* software strength is a group of carefully crafted service lines that encompass the perioperative process:

- **Real-Time Portal Access:** The F1RST*Client* portal provides clients' complete and secure access to data through one tool. Because it's web-based, it gives this access anywhere you can launch a browser. Whether you want to look at patient data in the ledger, review a monthly report or if you're a user of F1RST*Analytics*, the F1RST*Client* portal provides easy access through a single, secure, tool.
- **Dashboards and Reports:** F1RST*Analytics* is a suite of dashboards and reports that give you the

knowledge you need to operate your anesthesia practice as an effective clinical organization and successful business. Actionable insight when you need it.

- Key Performance Indicators (KPI) Dashboard
- Accounts Receivable (AR) Dashboard
- Productivity Suite
- Quality Measures Dashboard
- **Coding Assistance:** F1RST*Code* assists anesthesia providers in understanding documentation requirements without burdening them by requiring a search through the entire ICD-10 code sequence. In a very logical and intuitive way, F1RST*Code* guides you from the surgical procedure through the logic of ICD-10, providing invaluable guidance for documenting the diagnosis.
- **The Quality Payment Program (QPP) platform for compliance.** The pioneering MACRA MadeEasy co-sourcing platform prepares anesthesia clinicians and practices for the changes currently in effect from the Medicare Access and CHIP Reauthorization Act (MACRA), as part of CMS's QPP utilizing the Merit-based Incentive Payment System (MIPS).
  - Plexus TG's Anesthesia Touch™ certified electronic health record (EHR) featuring easy data capture;
  - Anesthesia Business Consultants' F1RST*Anesthesia* practice management technology and analytics; and
  - MiraMed's QCDR, a CMS-approved Qualified Clinical Data Registry (QCDR).

It is never easy to identify the perfect management services solution but we believe the more you know about ABC, the more you will understand why we are the most selected management option by anesthesia practices. Let us review your practice and design a specific management solution that meets your needs.

