

HOW MUCH MONEY IS YOUR AGENCY LOSING?

MOST HOME HEALTH AGENCIES DO NOT COLLECT ALL OF THE MONEY THAT IS DUE TO THEM BECAUSE OF CONFUSING AND EVER-CHANGING RULES AND REGULATIONS.

MEDICARE'S PROSPECTIVE PAYMENT SYSTEM (PPS) IS PROBABLY THE MOST CONFUSING OF ALL PAYMENT SYSTEMS. ACRONYMS AND TERMINOLOGY SUCH AS; LUPAS, PEPs, OUTLIERS, NON-ROUTINE SUPPLIES, AND THERAPY THRESHOLDS CAN EASILY MISLEAD BILLING PERSONNEL INTO SUBMITTING CLAIMS INCORRECTLY AND COSTING THE AGENCY THOUSANDS OF DOLLARS OF WHICH MEDICARE WILL NEVER PAY!

HOW MUCH MONEY IS OWED TO YOUR AGENCY?



Optimal Reimbursement Strategies

SPECIALIZES IN RECOVERING LOST REVENUE AND EDUCATING HOME HEALTH PERSONNEL TO ENSURE THAT BILLING IS SUBMITTED ACCURATELY AND TIMELY FOR **100% REIMBURSEMENT**.

WHAT SERVICES CAN OPTIMAL PROVIDE?

- ◇ BILLING OUTSOURCING- MANY OPTIONS AVAILABLE, CUSTOMIZED TO FIT YOUR AGENCY.
- ◇ INTERIM BILLING OUTSOURCING- LET US PROCESS YOUR CLAIMS WHILE YOUR BILLING STAFF IS ON VACATION, SICK LEAVE OR IF YOU ARE RECRUITING FOR THE POSITION!
- ◇ REIMBURSEMENT CONSULTING- EXPERT LEVEL *HOME HEALTH* REIMBURSEMENT CONSULTING.
- ◇ PPS BILLING TRAINING- AT YOUR OFFICE OR OURS, FOR INDIVIDUALS OR GROUPS.
- ◇ REVENUE RECOVERY- THIS SERVICE IS AT **NO RISK TO YOUR AGENCY**, OUR FEE IS BASED SIMPLY ON A PERCENTAGE OF ADDITIONAL MONEY THAT WE COLLECT FOR YOU!

LOG ONTO OUR WEBSITE TO VIEW OUR BILLING WEBINARS!

- ◇ A/R ANALYSIS- KNOW HOW MANY DAYS YOUR RECEIVABLE IS OUTSTANDING AND HOW TO REDUCE IT TO EXPEDITE CASH FLOW.
- ◇ OPERATIONS ANALYSIS- REVIEW OF YOUR BILLING AND WORK FLOW PROCESSES TO IDENTIFY OPPORTUNITIES TO IMPROVE REVENUE CYCLE.
- ◇ BILLING PROCESS IMPROVEMENT TEAMS- THESE AGENCY-WIDE TEAMS WILL SUBSTANTIALLY REDUCE CLAIM ERROR RATES AND PROMOTE TEAMWORK.

PLEASE CONTACT ME FOR INFORMATION REGARDING:

- BILLING OUTSOURCING/INTERIM OUTSOURCING
- PPS BILLING TRAINING
- REVENUE RECOVERY
- A/R ANALYSIS
- BILLING OPERATIONS ANALYSIS
- PROCESS IMPROVEMENT TEAMS

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Postage

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About Optimal Reimbursement Strategies

MICHELLE ENGER, MBA IS THE FOUNDER AND CEO OF
OPTIMAL REIMBURSEMENT STRATEGIES.

HER EXPERTISE INCLUDES:

- FORMER DIRECTOR OF REIMBURSEMENT FOR A LARGE, HOME HEALTH AGENCY IN TAMPA BAY FLORIDA
- 12 YEARS OF HOME HEALTH BILLING EXPERIENCE
- SELECTED TO WORK WITH CMS IN OCTOBER 2008 ON THE IMPLEMENTATION OF PPS
- TRAINED IN PROCESS IMPROVEMENT TECHNIQUES WHICH ARE PROVEN TO IMPROVE CASH FLOW
- PRESENTED TRAINING SESSION AT HCAF ANNUAL CONFERENCE
- FREQUENTLY QUOTED IN NUMEROUS HOME HEALTH PUBLICATIONS



Optimal Reimbursement Strategies

Maximizing Home Health
Reimbursement!



We Are the **Only** Company
that **Specializes** in
Home Health
Billing Solutions