

REVENUE CYCLE

SERVICES

*Balancing
quality
and cost
of care*



**SULLIVAN
LAKIER
GROUP**

Producing Results

Toll Free:
866-747-4200
www.sullivanlakier.com

The Sullivan Lakier Group's Revenue Cycle Services emphasize comprehensive integration of your interdepartmental workflow and technical processes to maximize revenue management performance. Our approach focuses on developing customized business solutions adapted to your specific clinical, payor, and patient environment. We provide experienced consultants with extensive financial and revenue cycle backgrounds who collaborate with your organizational leaders to chart an effective, self-sustaining course of operations improvement. This process achieves results and sets into motion a cycle of sustained superior receivables management and cash flow performance.

Additional Services >>

BENEFITS OF OUR REVENUE CYCLE SERVICES

We will work with you to develop and implement strategies and tools that provide:

- Increased collections
- Reduced days in AR
- Minimized rebills
- Improved payor communication/relations
- Reduced labor costs
- Effective utilization of automation
- and more . . .

OUR APPROACH

We perform thorough assessments of the factors that affect revenue cycle performance:

Operational Integration

- Shared performance benchmarks and accountability
- Remove operational silos

Process Improvement

- Insurance verification and point of service collections
- CDM and fee schedule review
- Case management
- Revenue capture and clinical documentation
- Collections and follow-up
- Accounts receivable management
- Contract profitability and management strategies

Staff Development

- Staffing targets
- Operational policy and procedure
- Performance tracking and evaluation
- Career ladder and staff retention



KEY AREAS

Our Revenue Cycle programs are designed to:

- Assess current revenue cycle performance
- Identify opportunities for quality and productivity improvements
- Assist management to develop operational performance and labor benchmarks
- Identify technical and process tools required to achieve desired quality and productivity levels
- Obtain management sponsorship and staff buy-in for improvement targets
- Develop detailed implementation plan
- Assist administration and management with implementation.