

How an Anesthesia Group Enhanced Cash Flow with nimble's RCM Expertise

Anesthesia group seeks revenue cycle efficiency.

A Connecticut-based anesthesia group specializing in anesthesia care, pain management, and critical care medicine sought to improve its anesthesia billing process. The group's anesthesiologists provided general anesthesia, monitored anesthesia, IV sedation, and regional anesthesia to patients in hospital and outpatient settings.

The anesthesia group's board members knew they needed improve accuracy within their revenue cycle, but they were also aware that their coding and billing team had a limited understanding of the collections and billing process.

When the anesthesia group became a nimble client in August 2014, the anesthesia group's board migrated from an in-house billing system to nimble due to nimble's (i) anesthesia expertise; (ii) consultative approach; and (iii) proprietary billing software.

The anesthesia group's revenue improved due to the efficient combination of nimble's knowledgeable anesthesia coders, automated features within nimble's proprietary anesthesia billing software, and customized reports that provide superior business intelligence.

RCM Challenge: How to improve accuracy and collection rates, cost effectively.

Before partnering with nimble, the anesthesia group relied on an in-house billing process that was expensive and time-consuming. The manual coding and billing entry became mismanaged, resulting in timely filing issues and missed revenue opportunities.

nimble's reliable RCM solution tracked inpatient and outpatient anesthesia units, volume, and minutes. The proprietary anesthesia billing software streamlined the coding and billing process to increase cash flow, decrease accounts receivable ("A/R") days, and days to bill.

When the anesthesia group became a nimble client, nimble's total revenue cycle management approach began with a thorough review of existing managed care contracts. The anesthesia group's contracted rates were then renegotiated to ensure they were at the top of the market.

After payer contracts were updated, the anesthesia group transitioned from in-house processes to nimble's proprietary practice management system without revenue loss or slowdown in cash flow.

The automation within nimble's revenue cycle workflow evaluated claims data and immediately flagged coding and billing discrepancies to resolve. This improved turnaround times between coding and billing and improved the anesthesia group's clean claim rate.

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Billing, the nimble way.

From day one, nimble's AAPC-certified coding specialists leveraged their unmatched expertise in anesthesia codes and modifiers to maximize revenue and collections.

They flagged any missing or incomplete procedure details, verified the start and stop times for anesthesia, and were well-versed in the coding procedures for specific payers.

"nimble's coders are so **brilliant it's unbelievable** – they know every code."

Anesthesia Group Administrator

Greater coding accuracy meant the previous costs associated with overbilling and underbilling were no longer an issue. Clean claim rates increased, days in A/R decreased, and total collections improved each month.

The coding and billing team's seamless workflow improved accuracy in the coding and billing process, and the software system provided full transparency for the anesthesia group's administrators and board members.

Precise knowledge, anesthesia-specific workflow, tech-forward thinking.

As the anesthesia group grew its volume of cases, nimble continued to prevent errors and maximize profitability. The proprietary anesthesia billing software enabled the anesthesia group to stay ahead of ever-changing payer reimbursement policies, and the around-the-clock accessibility to nimble's anesthesia division enabled the group to communicate at their own convenience, on an as-needed basis, with nimble's executive leadership.

When the anesthesia group transitioned to an electronic health record (EHR) software to improve patient records, the in-house team started using the platform to load demographics electronically and file claims faster.

Shortly after EHR implementation, nimble's client services team noticed operating revenue had unexpectedly decreased. After auditing the situation, it was quickly determined that a software error was responsible for missed revenue.

nimble's thorough understanding of anesthesia practice management and electronic health record systems promptly resolved the issue by addressing the EHR updates and creating a strategy to recoup the anesthesia group's revenue.

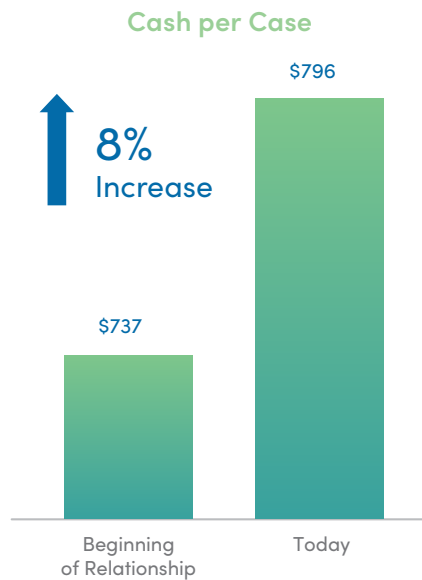
As nimble worked relentlessly to follow up with payers, the anesthesia group's board members recognized the value of the collections that nimble could recapture.

The in-house administrative team continued to utilize the EHR to log and update patient demographics, insurance information, and anesthesia notes. At the same time, nimble exclusively managed the entirety of the coding and billing process to ensure all revenue was captured.

The efficient solution put the trajectory of the anesthesia group's revenue back on track; nimble's consistent accuracy in financial reporting improved the board's forecasting methods and ability to make informed decisions.

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Recent Snapshot



"Collections have **never been as strong.**"

Anesthesia Physician

YTD Avg. A/R Days

30 DAYS

Conclusion

Manual, in-house coding and billing processes were causing claims filing issues, missed revenue opportunities, and time-consuming follow-up tasks for the anesthesia group's administrators. The anesthesia group's board members realized they needed greater knowledge and accuracy within their revenue cycle to improve financial results, and they entrusted nimble's anesthesia revenue cycle expertise to achieve powerful financial results.

"No one understands **anesthesia billing like nimble.**"

Anesthesia Group Board Member

When the anesthesia group transitioned to nimble's billing solution, managed care contracts were negotiated to increase reimbursements. The previous costs associated with claim delays and claim denials were closed out due to nimble's precise knowledge of anesthesia coding and streamlined billing and collections process. The improved efficiency of claims processing decreased days in A/R and increased revenue.

After nimble's reporting flagged an unexpected decrease in revenue, nimble proactively conducted an audit to discover a third-party software error within the anesthesia group's in-house system. nimble was able to recoup the total value of collections while ensuring all revenue would be properly captured moving forward. Data-driven reporting also improved the board's ability to make informed decisions, which further maximized profitable opportunities.

By combining decades of anesthesia expertise with sophisticated technology, nimble's billing solution achieved exceptional financial results for the anesthesia group.

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Begin Your Revenue Cycle Management Transformation

Ask to see how our transcription, coding, and chart management software solutions can streamline your revenue cycle management.

In an RCM assessment, our experts perform a comprehensive overview of your revenue cycle, helping you answer tough questions that identify areas of financial improvement.

Our team can help you elevate:

- Managed care contracting
- Coding and billing practices
- Claims management
- Accounts receivable follow-up
- Document management, financial reporting & analysis

About nimble solutions

nimble solutions is a leading provider of revenue cycle management solutions for ambulatory surgery centers (ASCs), surgical clinics, surgical hospitals, and anesthesia groups. Our tech-enabled solutions allow surgical organizations to streamline their revenue cycle processes, reduce administrative burden, and improve financial outcomes. Join more than 1,100 surgical organizations who trust nimble solutions and its advisors to bring deep insights and actionable intelligence to maximize their revenue cycle.

Put nimble solutions to the test



Ask to see how revenue cycle solutions can streamline your patient experience and improve your finances.

[Request a demo](#)