

REVENUE SOLUTIONS

Integrated Revenue Cycle Strategy

Service Highlights

- Access Management Services
- Revenue Integrity Solutions
- Charge Capture Standardization
- Charge Description Master Enhancements
- Case Management Optimization
- Clinical Resource Management Review and Planning
- Patient Throughput Innovation
- Clinical Documentation and Coding Integrity
- Health Information Management Expansion
- Denial Prevention and Management Programs
- Patient Financial Services Enhancement
- Managed Care Contracting
- Technology optimization (e.g., Epic, Cerner, Experian, McKesson)
- Strategic Revenue Cycle Planning
- Shared Services Solutions

In today's environment of healthcare reform and reimbursement model changes, healthcare organizations need a strategic vision for their revenue cycle built on collaboration and designed to accelerate cash flow, increase net revenue and reduce expenses.

FTI Consulting is a market and thought leader in revenue cycle optimization and performance improvement. Drawing on our extensive knowledge of and experience with revenue cycle standardization and shared services, we work collaboratively with our client partners to develop customized strategies based on leading practice tools, solutions, and initiatives.

FTI Consulting's revenue cycle optimization approach consistently produces significant cash acceleration and recurring financial benefits ranging from 3 percent to 6 percent of net income improvement generally within 12 to 18 months. Highlights of our collaborative design model include:

ACCESS MANAGEMENT

Our fully integrated patient-centric approach to Patient Access enhances access to care, data collection, and provider reimbursement by holistically evaluating and optimizing the people, processes, and technologies that drive access to care within an organization.

REVENUE INTEGRITY

We leverage deep expertise within charge description maintenance, department charge capture, and ambulatory coding and charge auditing processes to develop seamless workflows and processes that will provide sustained results.

CASE MANAGEMENT, CLINICAL RESOURCE MANAGEMENT AND PATIENT THROUGHPUT

FTI Consulting methods enhance patient outcomes, reduce length of stay, and maximize authorized inpatient days.

CLINICAL DOCUMENTATION AND CODING INTEGRITY

We help our clients to implement multidisciplinary programs to improve the completeness and specificity of clinical documentation and coding. We leverage data analytics and benchmarking, chart reviews and query audits, education of clinical documentation specialists, providers and coders, and leading practice CDI, coding, and HIM process enhancements to help our clients achieve compliant results.

DENIAL PREVENTION

FTI Consulting helps our clients to reduce ongoing and future denials by prioritizing denial prevention through root cause analysis, enhancements to EHR and clearinghouse functionality, and improved multidisciplinary communication between organizational stakeholders.

PATIENT FINANCIAL SERVICES

Our collaborative efforts with client partners focus on developing optimal accounts receivable (A/R) management strategies that lead to increased quality and productivity from staff, efficient workflows and processes, and optimized technological tools that resolve A/R in a timely and effective manner.

MANAGED CARE CONTRACTING

We assist our clients in adapting to and optimizing changes in healthcare reimbursement and value-based payments through a range of services that include contract review and benchmarking, negotiation strategies and support, operation reviews and analysis, and value-based care readiness and contracting options.

STRATEGIC REVENUE CYCLE PLANNING

Our experts develop customized roadmaps for the implementation of a scalable and sustainable operating model and revenue cycle management structure.

CUSTOMIZED IMPLEMENTATION FOR SHARED SERVICES

FTI Consulting methodologies and tools can be applied to a discrete revenue cycle function, such as scheduling, or to the entire revenue cycle.

This comprehensive approach to revenue cycle management keeps FTI Consulting clients ahead of the constantly evolving needs of the industry with the latest solutions for business integration. Our solutions promote accountability, standardization, economies of scale, and an enhanced patient experience.

FINANCIAL AND OPERATIONAL RESULTS AND OUTCOMES:

- Expanded access to care
- Reduced registration errors
- Increased staff efficiency
- Increased revenue capture
- Compliant billing programs
- Decreased claim edits and denials
- Decreased bad debt
- Increased net revenue realization
- Accelerated cash collections
- Enhanced use of technology
- Enhanced patient, staff and physician satisfaction



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About FTI Consulting

FTI Consulting, Inc. is an independent global business advisory firm dedicated to helping organizations manage change and mitigate risk: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. Connect with us on [Twitter \(@FTIConsulting\)](#), [Facebook](#) and [LinkedIn](#).