



# HEALTHCENTS

Healthcents Contracting, Consulting & Software



RevolutionSoftware

June, 2008

# Revolution Vision and Mission

## ■ Vision

- Enable Medical Care Providers and ASC's throughout the USA to quickly analyze their insurance contracts to improve their reimbursement terms and \$ through the use of an internet based software service
  - Leverage web based services and technologies
  - Empower Physicians, Practice Managers and Office Managers to drive the analysis and business modeling

## ■ Mission

- Analyze existing and new insurance contracts to determine potential areas for improvement to reimbursement and key operational language

# Client References

- **Introducing Harry Neuwirth, MD.**
  - **Marin Urology and Marin Medical Center**
    - **Revolution Software Value**
- **Other early Revolution Software References:**
  - **Mr. Doug York, Hudson Valley Urology, CEO**
    - **Annual revenues increased over \$800K/year, more to come, via a combination of using Revolution Software and Healthcents Services**
  - **Mr. Mike Synowic: Peninsula Urology, MD. Practice Mgr. \$14K investment, \$150K increase in revenues over two years. Revolution used to analyze his agreements**
  - **Ms. Cary Williamson, Redding Urology: Practice Manager**
    - **First paying Revolution Software customer led her to a decision to recommend moving her practice out of network on two key payer agreements**

# Goals

- **Enable Providers and ASC's to increase their profits by understanding their current reimbursements and to leverage their reimbursements into more money**
- **Enable providers and ASC's to level the negotiation playing field with payers**
- **Revolutionize the way payer contracts are analyzed and negotiated by providers, with real data and facts**
  - **Includes comparisons to local Medicare rates and to payer rates for each CPT code in each region, state and the USA**
- **Created a first of a kind web based software service to analyze contract reimbursement and provide advice and key information about Terms and Conditions and Reimbursement**

**And...**

- **Make it easy for our customers to use and get updates with no software or updates to their PC required and with access anywhere, anytime**



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# Revolution Background

- There are approximately 200K Medical Care Providers and ASC's in the USA: Source InfoUSA, 2007
  - Each practice has roughly four or more contracts Source: Healthcents' Consulting
  - Most practices simply take what is offered to them without analysis; many cannot even locate their agreement
- Some Practices spend \$10K or more, per contract, to get a contract analyzed by a consultant
- Providers often negotiate their own agreements without the appropriate tools or knowledge
- With an automated web based software service, a provider may make \$500K or more per year by making use of this tool and applying it to negotiations



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# What is RevolutionSoftware?

- A tool designed to help Practices and ASC's get the information that they need to be more profitable by better understanding reimbursement and payer T&C's that surround it
- A Web Based Service which requires NO installation on your desktop, all you need is a browser



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# Revolution Software Key Features

- **Rate Analysis**
- **Geographic / Proximity Analysis**
- **Contract Language Analysis**
- **Business Modeling**
- **Document Repository**



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# Revolution Software Key Features

## ■ **Rate Analysis**

- Benchmark reimbursement by CPT Code by payer compared to local Medicare locality rates (Using AMA's CPT Codes and Rates for current year)
- Compare provider rates, by code, and in aggregate to other providers' payer rate in your region, state and the USA

# Revolution Software Key Features

## ■ **Geographic Lookup**

- Find out how many competing practices there are in your area
- Find out who they are
- Find out how close they are



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# Revolution Software Key Features

## ■ **Contract Language Analysis**

- Evaluates the quality of your contracts via a simple Q and A process
- Provides advice for potential improvements to key operational language
- Covers a variety of common language constructs such as term and termination, duration of claims payments, multiple procedures, implants etc.



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# Revolution Software Key Features

## ■ **Business Modeling**

- Out of Network Modeler: helps you make the difficult decision of whether to consider an out of network alternative
- Bill Charge Modeler: Compares bill charges to payer allowables and a user defined percentage of Medicare



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# Revolution Software Key Features

## ■ **Document Repository**

- A safe and secure place to store, manage and control all of your contracts, documents, spreadsheets and other information in a single location, on-line
- Integration point for reports and charts



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**THANK YOU FOR CONSIDERING  
REVOLUTION SOFTWARE TO  
MEET YOUR REIMBURSEMENT  
ANALYSIS NEEDS**



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