



**Cardiology Group Resolved Global Issues; and collected 100K after Outsourcing to MGS!**  
**Want to Know How?**



## About the Client

Well established Cardiology Group in New Mexico, using E-clinical Work (ECW) Practice Management System.

**Credentialing, Coding, Charge entry, Payment posting & Accounts Receivable Management**

### SERVICES OFFERED



### MAJOR SPECIALTY



**Cardiology**

**KAREO**



### PRACTICE MANAGEMENT SYSTEM

## Client Business Set up

A year ago, our client had Average Collection of 90K per month but being a busy practice with huge patient walking, they had huge scope for improved collections however struggled to achieve the targeted financial goals and needed backend support to analyse and rectify billing shortfalls.

Client decided to switch to a Best Performing Billing Company to see improvement on Practice Performance and leveraged on our expertise.



## Issues Identified

MGSI allocated experienced auditors and analyst who identified the Practice had:

- Extremely high OLD AR Balance
- No appropriate follow ups on outstanding claims.
- Insurance claims aging 90 + Balance was at 350 K with AR days at 180 days
- EDI & ERA Setup was not completed for Presbyterian Insurance. Earlier Billers were submitting claims in Paper
- EFT Enrolment was not active for Presbyterian Insurance
- Presbyterian Insurance has very limited Telephonic Support but Practice had never registered for Insurance Web-portal to check Claim Status
- Paper Claims to Presbyterian Insurance were getting denied



## MGSI QUICK SOLUTION

- ✓ MGSI team initiated EDI & ERA setup for Presbyterian Insurance through Trizetto Clearing House which got approved in 10 business days by then Electronic claim filing option was activated
- ✓ Completed the required EFT enrolment with Presbyterian Insurances for getting faster Payments.
- ✓ Paper Claims were denied MGSI identified the reason as "Rendering Provider information are missing on Claim Form".
- ✓ MGSI AR Team did multiple sample rebilling of Insurance claims and with repeated calls with ECW support team, and clearing houses we were able to fix the issue.
- ✓ We then rebilled all affected claims and to ensure those were processed by Insurance for Payment without any denial.
- ✓ Overall the Practice had \$ 100 K of Payment from this Insurance alone after we resolved this on-going issue



## Benefits of Outsourcing to MGSI

**With MGSI as their Medical Billing Partner, our client was able to increase their monthly collections.**

- ❖ Practice collected 100 K of OLD AR Money from Presbyterian Insurance
- ❖ Monthly Average collection increased from 90 K to 120 K
- ❖ Global issues were identified and resolved immediately for the regular cash flow.
- ❖ AR Days depreciated from 180 Days to 38 Days in 8 month span

*Increased Collections from 90K to 120k*



## About MGSI

MGSI is a National Medical Billing Company located in Tampa, FL. With over 28 years of experience providing complete Revenue Cycle Management Services to over 600+ Physicians, Solo practices, Group Practices, IPA's, Large Medical Centers etc.

MGSI team is expertise in Multi-specialty billing and has experience in more than 25 specialties including Cardiology, Radiology, Anesthesia, Pain Management, Radiology etc.

- ✓ MGSI serves as "One stop shop" for all your Medical Billing needs.
- ✓ Name any specialty; MGSI has expertise to support you
- ✓ Stay save and secure with MGSI – fully HIPAA compliant to protect PHI



# MGSI, LLC

## (Medical Group Services)

Contact Us Today!

1-877-896-6474

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