



MGSI, LLC (Medical Group Services)

Synchronizing the world of Healthcare
www.mgsionline.com



Who We Are



Over 25
years of
experience
in
Healthcare
RCM

Guided by
the same
management
team for 20+
years

Ranks
among top
10% of RCM
companies
nationwide

Based out
of Tampa,
FL with
Nationwide
service

Financially
strong

Expertise in
billing for
both office
based
specialties
and
Facilities

What We Do

Medical Billing & Collections
Fee Schedule Evaluations
Managed Care (Payer Contracts)
A/R Recovery Services

SERVICES



TECHNOLOGY SUPPORT

Practice Management Software
Electronic Medical Records
Document Management System
Mobile Charge Capture



A close-up photograph of a person's arm wearing a dark blue t-shirt. A black blood pressure cuff is being applied to the upper arm by a hand. The cuff has a white arrow pointing left and the words 'INDEX' and 'OK' visible. The background is a solid teal color.

Full RCM SERVICES

- 01** Fully HIPAA Compliant
- 02** Billing and Coding services for all office based specialties, multi-specialty and stand alone facilities across all Payers
- 03** A/R management and Denials management services
- 04** Increase revenue and profitability
- 05** Minimizes government audits
- 06** Reduces / eliminates software expense
- 07** Convert billing office for revenue generating space



Technology Support



Practice Management System

24 hour access
Full billing and collections
HIPAA Compliant meeting Omnibus / PHI requirements
Hosted in secure offsite data facility



Electronic Medical Records

Enhances provider productivity and efficiency
Partnership with **Kareo & Harris CareTracker**



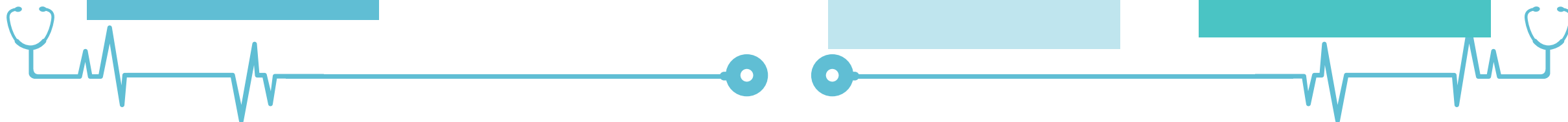
Document Management System

Web based, user friendly, quick searches
All data secured and housed at an offsite secured facility
Eliminate paper files
Highly efficient



Mobile Charge Capture

Excellent for hospital based & skilled nursing service providers
Operates on Smart Devices
Accelerates reimbursement
Partnership with **pMDSoft**



Why MGSI

Over 25 years of experience

Over \$ 1 billion collected

97% of claims collections in 21 days

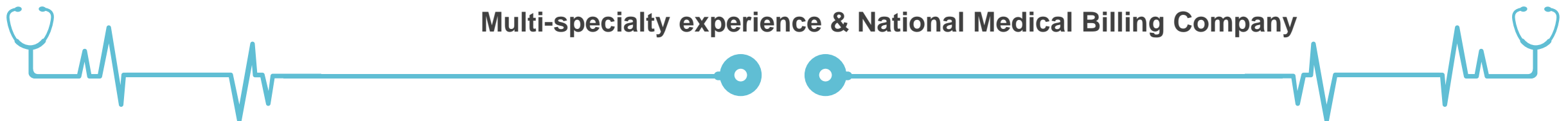
Certified Coders

Less than 3% of all Claims Rejected

A/R collection cycle substantially better than the national average

Daily / Monthly data backups done

Multi-specialty experience & National Medical Billing Company



Case Studies

Case Study 1

Case Study for ABC Hospitalist Group

| Before Medical Group Services | | | After Medical Group Services | | | | | |
|-----------------------------------|-----------|------------|------------------------------|-----------|------------|---------------------------|-----------|------------|
| As MGSI Commences Services | | | 12 Months Later | | | 24 Months Later | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| Days | Dollars | % of total | Days | Dollars | % of total | Days | Dollars | % of total |
| 0 to 30 | 544,290 | 32% | 0 to 30 | 534,385 | 44% | 0 to 30 | 1,305,267 | 48% |
| 31 to 60 | 261,462 | 15% | 31 to 60 | 237,331 | 20% | 31 to 60 | 607,945 | 23% |
| 61 to 90 | 156,936 | 9% | 61 to 90 | 248,189 | 21% | 61 to 90 | 320,306 | 12% |
| 91 to 120 | 181,781 | 11% | 91 to 120 | 79,948 | 7% | 91 to 120 | 185,938 | 7% |
| 121 to 150 | 101,252 | 6% | 121 to 150 | 32,889 | 3% | 121 to 150 | 79,759 | 3% |
| 151 + | 444,604 | 26% | 151 + | 76,353 | 6% | 151 + | 197,378 | 7% |
| Total | 1,690,325 | 100% | Total | 1,209,095 | 100% | Total | 2,696,593 | 100% |
| Monthly Charges 618,985 | | | Monthly Charges 731,958 | | | Monthly Charges 2,036,532 | | |
| Average days in A/R - 82 | | | Average days in A/R - 49 | | | Average days in A/R - 39 | | |

Case Study 2

Case Study for ABC Anesthesiology Group

| Case Study for ABC Anesthesiology Group | | | | | | | | | |
|--|-----------------|------------|------------------------------|-----------|------------|-----------------------------|-----------------|------------|--|
| Before Medical Group Services | | | After Medical Group Services | | | | | | |
| As MGSI Commences Services | | | 12 Months Later | | | 24 Months Later | | | |
| Days | Dollars | % of total | Days | Dollars | % of total | Days | Dollars | % of total | |
| 0 to 30 | \$ 2,048,297.00 | 35% | 0 to 30 | 1,468,391 | 58% | 0 to 30 | \$ 1,630,729.91 | 69% | |
| 31 to 60 | \$ 1,198,463.00 | 21% | 31 to 60 | 391,758 | 15% | 31 to 60 | \$ 294,951.72 | 12% | |
| 61 to 90 | \$ 105,818.00 | 2% | 61 to 90 | 216,240 | 9% | 61 to 90 | \$ 207,898.37 | 9% | |
| 91 to 120 | \$ 239,775.00 | 4% | 91 to 120 | 167,743 | 7% | 91 to 120 | \$ 112,220.91 | 5% | |
| 121 to 150 | \$ 101,252.00 | 2% | 121 to 150 | 92,360 | 4% | 121 to 150 | \$ 35,267.45 | 1% | |
| 151 + | \$ 2,150,086.00 | 37% | 151 + | 197,891 | 8% | 151 + | \$ 98,808.58 | 4% | |
| Total | \$ 5,843,691.00 | 100% | Total | 2,534,383 | 100% | Total | \$ 2,379,876.94 | 100% | |
| Monthly Charges \$2,081,341 | | | Monthly Charges \$2,164,769 | | | Monthly Charges \$2,388,537 | | | |
| Average days in A/R - 84 | | | Average days in A/R -35 | | | Average days in A/R -29.9 | | | |
| Note: Monthly Charges increased by 14% while A/R decreased 60% | | | | | | | | | |

Case Studies

Case Study 3

| Case Study for ABC Cardiology Group | | | | | | | | |
|--|-----------------|------------|--|-----------------|------------|---------------------------------|-----------------|------------|
| Before Medical Group Services | | | After Medical Group Services | | | | | |
| As MGSI Commences Services | | | 12 Months Later | | | 24 Months Later | | |
| Days | Dollars | % of total | Days | Dollars | % of total | Days | Dollars | % of total |
| 0 to 30 | \$ 7,254.37 | 0.2% | 0 to 30 | \$ 1,526,797.47 | 59% | 0 to 30 | \$ 1,778,537.00 | 66% |
| 31 to 60 | \$ 735,305.05 | 19% | 31 to 60 | \$ 357,428.49 | 14% | 31 to 60 | \$ 345,817.00 | 13% |
| 61 to 90 | \$ 401,689.38 | 10% | 61 to 90 | \$ 176,985.53 | 7% | 61 to 90 | \$ 142,523.00 | 5% |
| 91 to 120 | \$ 183,869.90 | 5% | 91 to 120 | \$ 104,387.40 | 4% | 91 to 120 | \$ 103,308.00 | 4% |
| 121 to 150 | \$ 123,520.46 | 3% | 121 to 150 | \$ 102,248.78 | 4% | 121 to 150 | \$ 62,801.00 | 2% |
| 151 + | \$ 2,404,188.01 | 62% | 151 + | \$ 305,415.52 | 12% | 151 + | \$ 261,790.00 | 10% |
| Total | \$ 3,855,827.17 | 100% | Total | \$ 2,573,263.19 | 100% | Total | \$ 2,694,776.00 | 100% |
| Average days in A/R - 172 | | | Average days in A/R - 61 | | | Average days in A/R - 33 | | |
| The high average days outstanding was resulting in greatly decreased cash flow. The practice could not expand quickly, pay bills in a timely manner, bring on new physicians, or buy new equipment. | | | Currently ABC is in the best shape financially than it has ever been. They now have the money to take advantage of new opportunities like cutting edge equipment, new physicians and nurses, and higher salaries. | | | | | |
| Billing Department In house Software system. Software maintenance agreement is required. Data entry not being done in a timely manner. | | | Billing Department MGSI supplies all software. Elimination of maintenance agreement. MGSI performs all data entry. | | | | | |
| Office Culture Tension had been developing between office/billing staff and physicians. This was due to the type of communication needed to successfully fulfill the billing process. This caused many situations of frustration and general negativity. Patients could recognize this and became uncomfortable. | | | Office Culture Now that MGSI is in charge of the billing process, communication between office staff and physicians about billing is eliminated. Patients now see a friendly environment and referrals have gone up. | | | | | |

Case Studies

Case Study 4

| Case Study for ABC Internal Medicine Practice | | | | | |
|---|--------------|------------|--|---------------|------------|
| Before Medical Group Services | | | After Medical Group Services | | |
| As MGSI Commences Services | | | 12 Months Later | | |
| Days | Dollars | % of total | Days | Dollars | % of total |
| 0 to 30 | \$ 58,946.29 | 25% | 0 to 30 | \$ 115,383.96 | 68% |
| 31 to 60 | \$ 47,867.90 | 20% | 31 to 60 | \$ 30,086.37 | 18% |
| 61 to 90 | \$ 57,609.02 | 24% | 61 to 90 | \$ 3,932.60 | 2% |
| 91 to 120 | \$ 9,044.64 | 4% | 91 to 120 | \$ 12,615.98 | 7% |
| 121 to 150 | \$ 62,913.65 | 27% | 121 to 150 | \$ 7,693.15 | 5% |
| 151 + | | 0% | 151 + | | 0% |
| Total | \$236,381.50 | 100% | Total | \$ 169,712.06 | 100% |
| Monthly Charges | | \$174,005 | Monthly Charges | | \$196,475 |
| Average days in A/R - 41 | | | Average days in A/R - 25 | | |
| | | | Note: Monthly Charges increased by 12% while A/R decreased 29% | | |



Contact us Today!

To know how we can help your
practice Increase Revenue!



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Thank You

We look forward to serving you!

