

# ARE YOU IN THE DARK ABOUT REVENUE LEAKAGE?

## GOOD NEWS

Hospital executives say improving revenue integrity is their top priority.<sup>1</sup>

## BAD NEWS

Many never dig deep enough to find and correct sources of revenue leakage, costing their organizations millions.

**1%** OF NET CHARGES LOST to revenue integrity leakage is equal to **\$5M NPR** per year lost in a \$500M health system<sup>2</sup>

**40%** OF HOSPITAL LEADERSHIP TEAMS discuss revenue integrity once a month or less<sup>3</sup>

**54%** OF HOSPITALS lack comprehensive revenue integrity programs<sup>4</sup>

## HIDDEN SOURCES OF LEAKAGE

**81 UB-04 FIELDS** that, along with multiple sub-categories, create infinite possibilities for error

**0 INSIGHTS** provided by claim scrubbers into missing charges and incorrect codes

**15,000-25,000 CDM ENTRIES** that must always be completely correct and compliant

**100% OF PAYERS** with complex, constantly-changing rules and requirements for payment

**\$0 BUDGETED** for revenue integrity training and education at most health systems

## SHINE A LIGHT ON THE BENEFITS OF PRIORITIZING REVENUE INTEGRITY PROGRAMS

Improved revenue integrity starts with uncovering hidden sources of revenue leakage. With no work on your part, R1 RCM can use your claims to quickly find tangible examples of leakage in your organization.

**1.5%** IMPROVEMENT IN NPR<sup>5</sup>

**START TODAY FOR A BRIGHTER TOMORROW**

Learn more at [r1rcm.com](http://r1rcm.com).

## WHAT'S AT STAKE?

In the fee-for-service reimbursement model, every coded charge impacts your health system's reimbursement. With value-based reimbursement, what you capture not only drives current revenue, it dictates target prices for future reimbursement. **In both models, ignoring small leaks can cost millions today and jeopardize your organization's performance tomorrow.**

### RESOURCES

1. LaPointe, Jacqueline. Revenue Integrity Top Hospital, Health System Exec Priority, RevenueCycleIntelligence, June 29, 2017

2. Healthcare Financial Management (HFMA)

3. Lagasse, Jeff. Most healthcare execs say charge capture is essential, yet 40 percent discuss it once a month or less, January 8, 2019

4. Healthcare Financial Management Association (HFMA), Navigant. The Future of the Revenue Cycle, June 2017

5. R1 RCM Analysis

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