

## Welcome to PranagyMed



**Your Responsible Healthcare Outsourcing Partner**

## **Our Value Proposition**

***Our strategic partnerships leverage our excellent health care domain knowledge, talent, advanced technology and industry best practices to:***

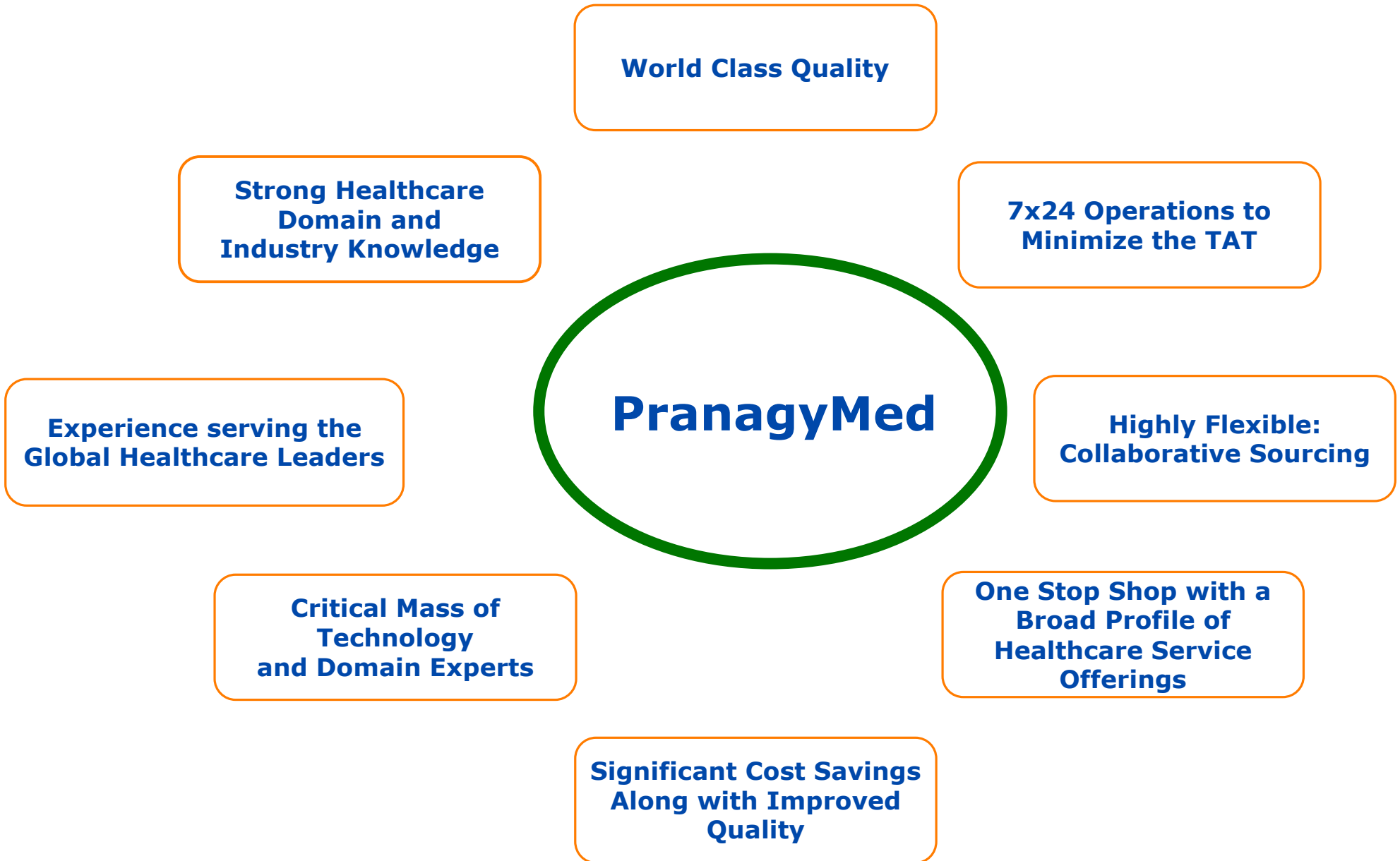
- Reduce the cost and improve the quality of healthcare back office operations
- Deliver low risk and high value services consistently to our clients
- Deliver long term benefits and measurable results to our clients

***We are dedicated to providing exceptional services at an exceptional value.***

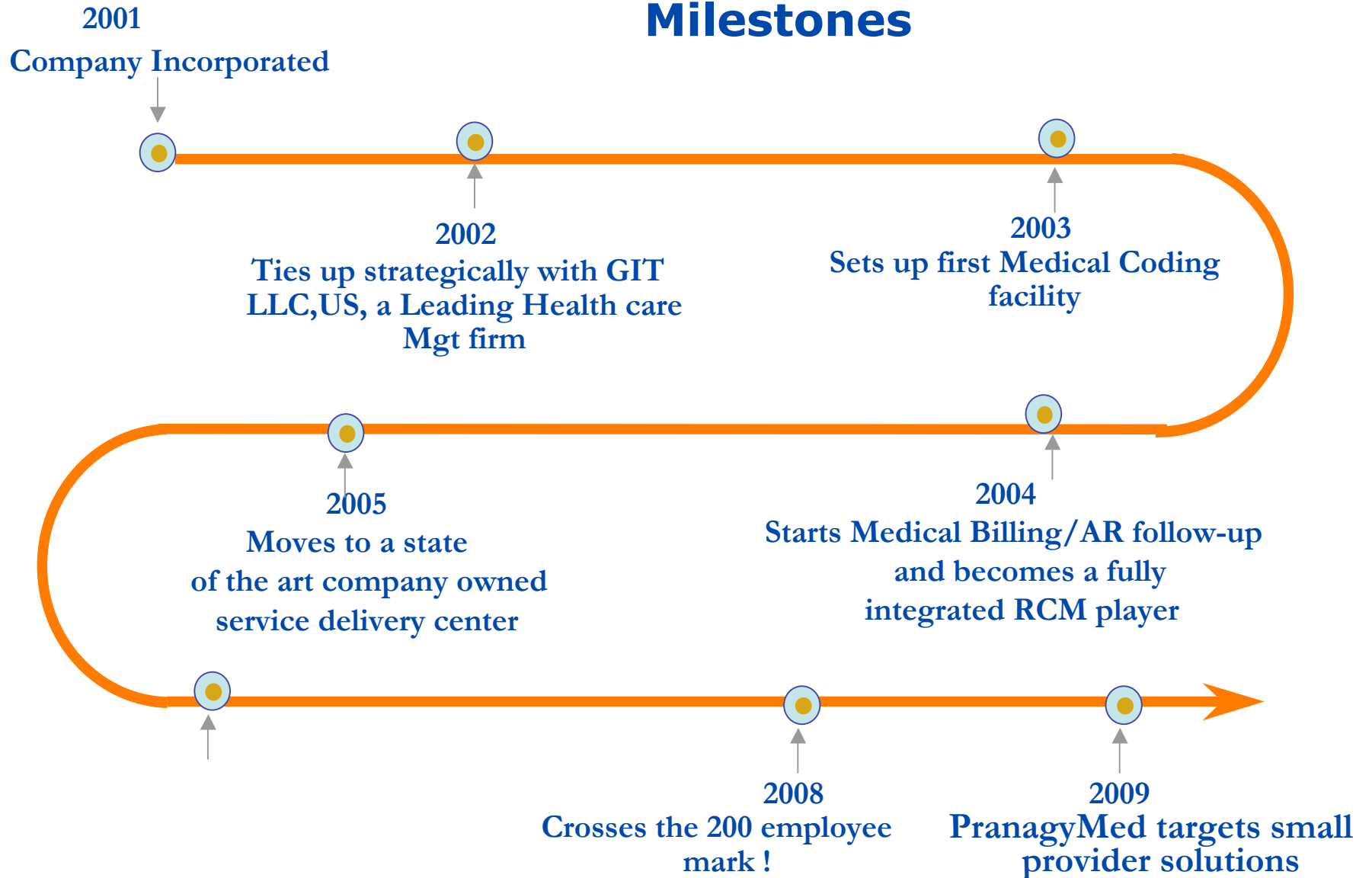
## **A Business Driven by Ethics**

- **Integrity- Always be truthful to ourselves, to our organization and to our clients**
- **Care- Work like a family, care for each-other and our customers and give our best to the organization**
- **Exceeding Expectations- Always exceed the expectations of our clients by providing exceptional services**

***Drive the growth with integral values  
and world class services.***



## RCM Company Milestones



## **RCM Company Specifics**

- One of the most successful Healthcare Outsourcing Companies
- Proven Track Record of 8+ years in outsourcing in medical transcription, coding, billing and AR follow up services
- Providing medical coding, billing and AR services to more than 200 healthcare providers across the US
- One of the strongest RCM service delivery teams with more than 6 years total healthcare RCM experience
- State of the art 12,000+ sq ft service delivery center owned by the company



***Your services are backed by one of the financially strongest, debt free healthcare outsourcing firms nationwide.***

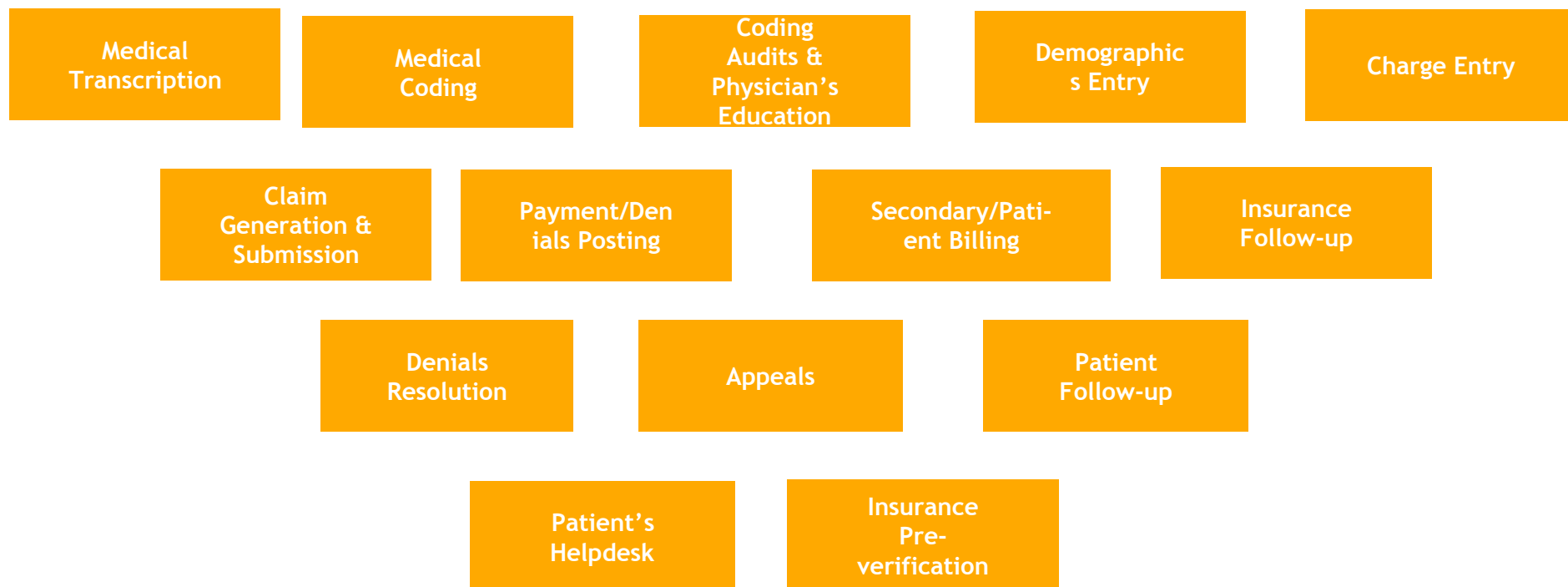
## About PranagyMed

- PranagyMed is a division of Pranagy Unlimited LLC; a healthcare business process firm managed by an executive team with deep health care domain knowledge
- PranagyMed is a leading provider of healthcare staffing, revenue and payment cycle solutions that connect payers, providers and patients to automated key business and administrative functions throughout the patient care life cycle
- Through the use of PranagyMed's comprehensive suite of services, our customers are able to improve efficiency, reduce costs, increase cash flow and more efficiently manage the complex revenue and payment cycle process



## Our Service Offerings

### End to End Revenue Cycle Management



***Our service offerings include the entire range of RCM services making [PranagyMed](#) the one stop destination for US based Medical Billing companies and healthcare providers. We have a long and successful history managing large & complex client engagements in end to end RCM operations proves the reliability and quality of our service delivery.***

## Medical Coding Services

### Cross Section of the Coding Team

We have a highly skilled and qualified team of professionals from various medical and paramedical backgrounds which gives us a definite edge in the dynamic field of coding experience, including: Physicians, Nurses, Physiotherapists, Pharmacists, Lab technicians, Medical Transcriptionists, Medical Record specialists and other Paramedical professionals.

### Specialties Covered

- Evaluation
- Cardiology
- Emergency Room
- Orthopedics
- Neurology
- Urology
- Pathology
- Gastroenterology
- Oncology
- ASC
- Anesthesia
- General Surgery
- Diagnostic Radiology
- Interventional Radiology
- Psychiatry
- Otorhinolaryngology

### Medical Coding Audits

- Physician audits
- Facility Acuity Level Audits
- Physician Education

### Denials Management

- Working on system generated edits
- Working on rejected claims, appealing cases where appropriate

## **RCM - Data Entry Functions**

### **Salient Feature & Competencies – Demographics, Charge, Payments**

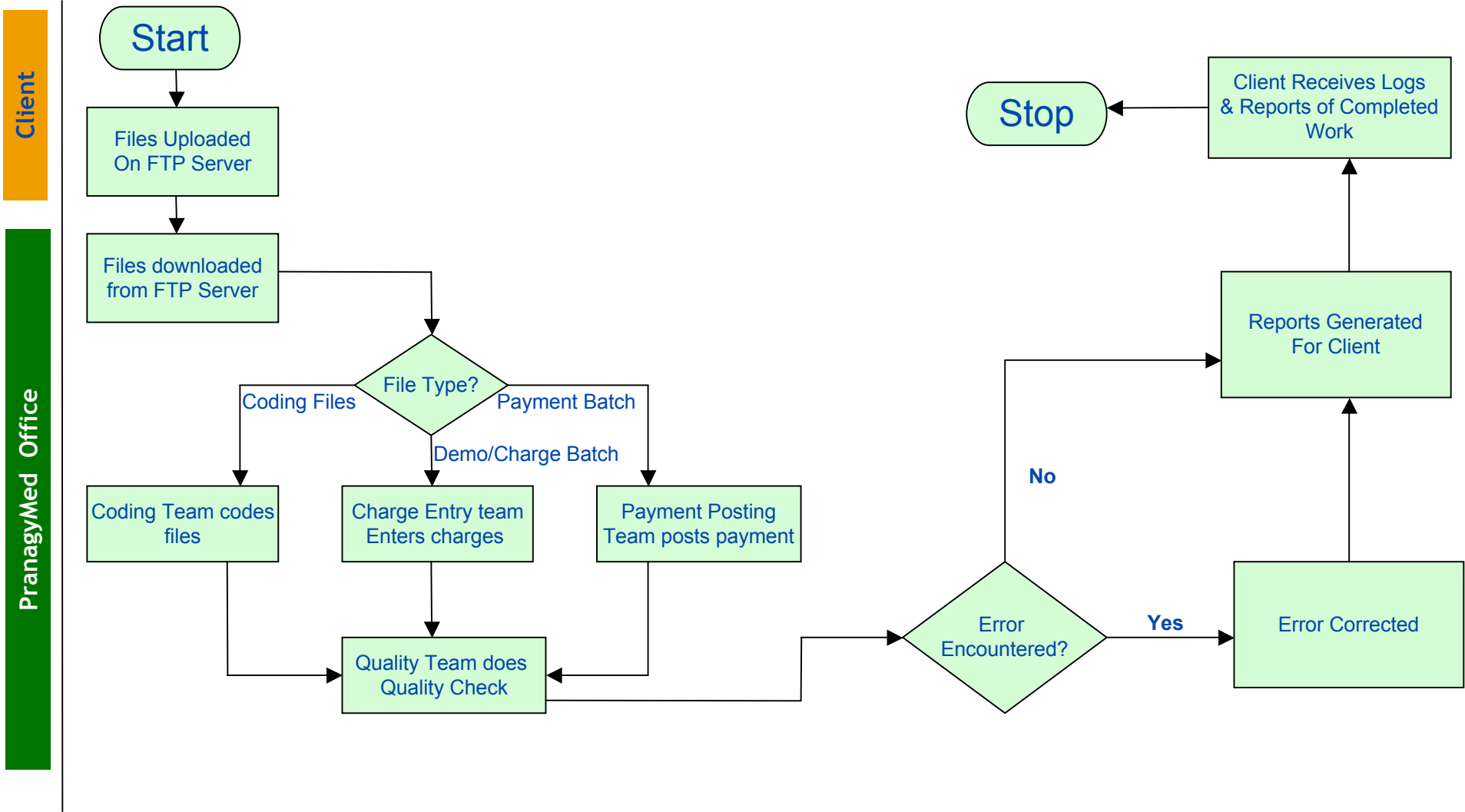
- ✓Dedicated team for each client engagement as virtual extension of client's office. Team members are not shared between clients.
- ✓Function specific teams (separate teams for charge entry, payment posting etc.) build functional expertise among team members, which enables more effective, error free service delivery to our clients.
- ✓Claims are scrubbed and validated for data accuracy and completeness before submission to insurance. Dedicated team to resolve claims edits during scrubbing process to submit only the clean claims for faster payments and to avoid denials.
- ✓Demographics and Charge Entry Team generates claims worth more than USD \$80 million and submits to insurances every month.
- ✓Payment Posting Team posts payments worth more than US \$63 million every month in patient's accounts. Secondary and Patient billing done by payment posting team.

## **RCM - AR Functions**

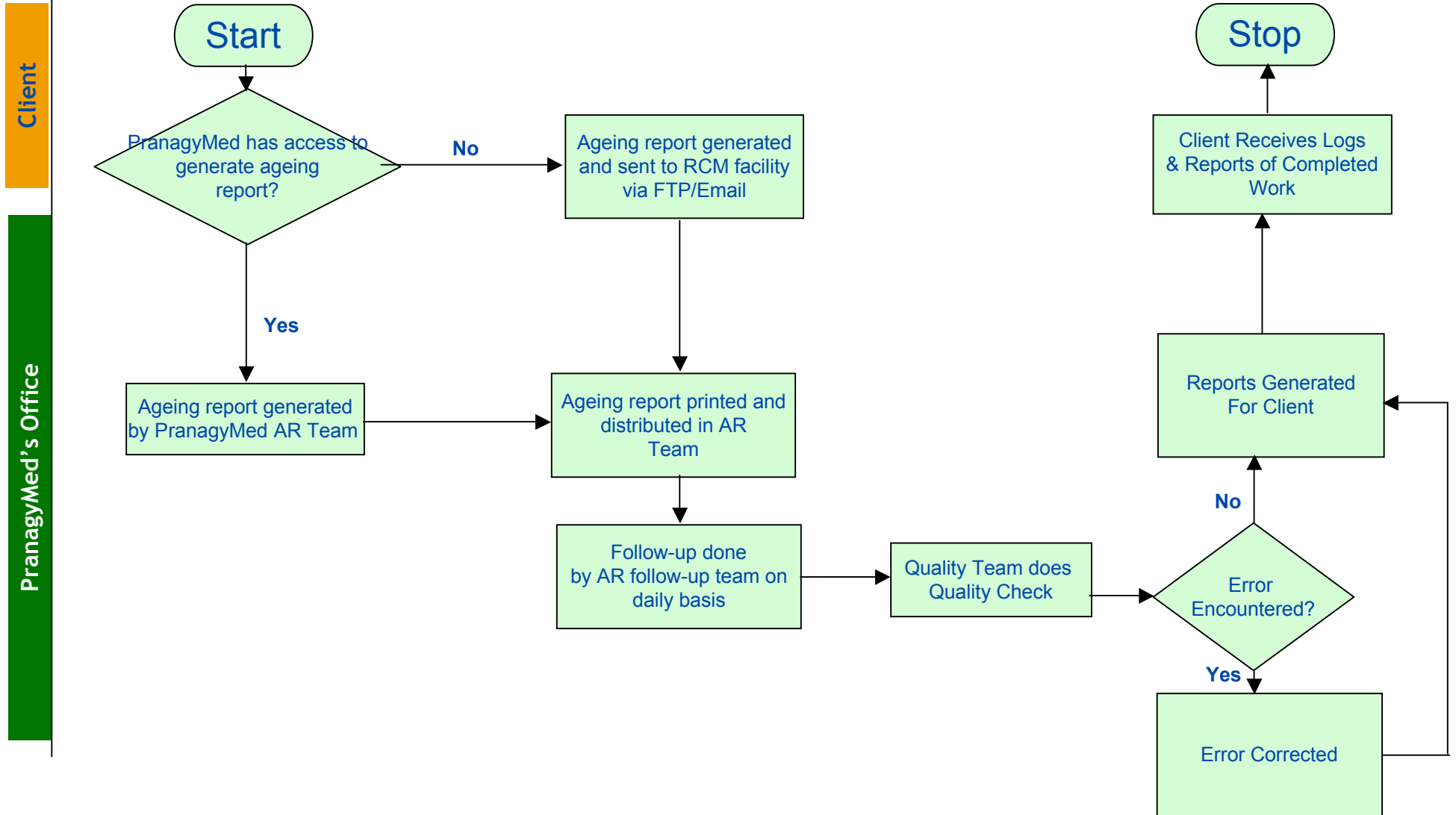
### **Salient Features & Competencies – AR**

- ✓AR team follows-up on claims across all the insurances to resolve denials including government insurances, commercial carriers, BCBS, worker's compensation and no fault.
- ✓Detailed analysis of denials to identify and solve the global issues resulting in to improved the gross collection percentage and reduced the AR days.
- ✓Well versed with appeal procedures of different insurances to get those claims paid which are otherwise un-collectable.
- ✓Dedicated team for insurance pre-verification to avoid denials like policy terminated, patient not found, services denied for no authorization/referral, COB denials etc., helps to increase revenues by more than 30% in most cases.
- ✓Expertise in patient calling for statements reminder/soft collections.
- ✓Patient Help-Desk facility to attend patient's calls and solve their queries.

## Coding, Demographics, Charge Entry and Payment Posting



## Accounts Receivable



## Reporting and Escalation – Client & PranagyMed

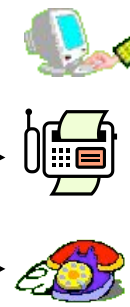
- Daily, weekly and monthly productivity and quality reports are sent to the client
- Trends and analysis reports are sent to the client as per client's needs
- Weekly conference calls are held between account managers and client's manager to discuss the progress and issues
- Any escalations are attended by senior management



Reports sent via E-mail, FTP

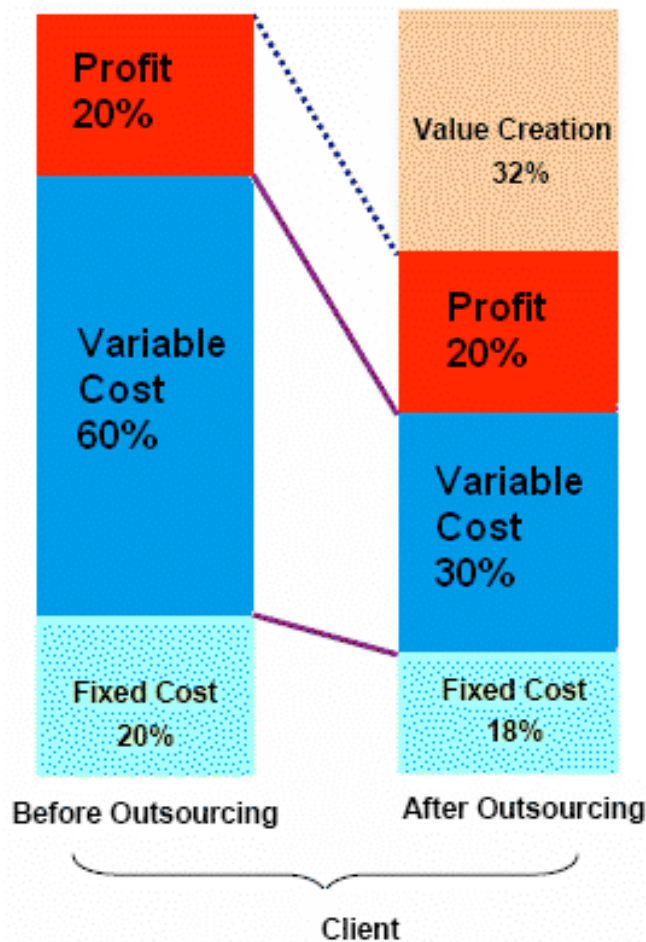
Reports sent via Fax

Teleconferences via Phone



## Our Advantage

### Typical Benefits for our Clients



### Quantifiable Benefits

Variable cost reduced by 30%

Fixed cost reduced by 2%

Total value creation for the client in terms of monetary value – 32%

Reduced TAT to 24 hours from 72 hours

Increased quality to 98%+

Increased productivity by 14%

## Sample Reports - Quality

### Team's Monthly Quality Report (Six Sigma Model)

Monthly Quality report is generated for each functional team of every client. This report gives us a bird's eye view of overall health of the team in terms of the quality.

#### Client XYZ Payments Team Monthly Quality Report

• Number of Transactions Processed	-	<b>98953</b>
• Number of Transactions Monitored	-	<b>13577</b>
• % of Monitored Transactions	-	<b>13.72%</b>
• Number of Defects	-	<b>24</b>
• Fatal Accuracy	-	<b>99.72%</b>
• DPMO (Defects Per Million Opportunities)	-	<b>2781</b>
• Sigma Level	-	<b>4.27 <math>\sigma</math></b>

## Sample Reports - Operations

### Sample Monthly Summary Sheet for Client “XYZ”

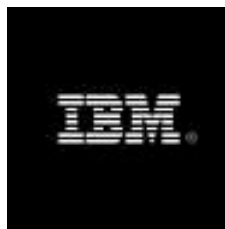
Month	No of Providers	# of Encounters	Gross Charges	Third Party Charges	Gross Collections	Total Third Party Collections	Total Adjustments
April	41	9886	\$1,777,455.35	\$1,752,274.13	\$1,335,595.55	\$1,103,730.56	\$626,800.54
May	41	9320	\$1,635,521.47	\$1,611,571.60	\$1,143,737.71	\$914,704.34	\$541,458.96
June	42	9411	\$1,828,119.66	\$1,803,972.06	\$1,263,638.13	\$1,038,433.78	\$627,011.91
July	48	8952	\$1,976,939.20	\$1,952,093.20	\$1,235,593.81	\$1,038,367.81	\$631,897.79

Per Provider Charges	Per Provider Total Collections	Per Provider Third Party Collections	Total DSO (AR Days)	>90 Days by DOS
<b>\$43,352.57</b>	\$32,575.30	\$26,920.80	29	27.76%
\$39,890.77	\$27,896.50	\$22,309.91	29	29.00%
\$43,526.66	\$30,820.44	\$25,327.50	29	27.77%
\$41,186.23	\$29,418.40	\$24,723.40	27	25.60%

## Our Technology Partners

**SIEBEL**

**AVAYA**



**Microsoft**

# Why Choose PranagyMed?

- *We provide our clients with needs based solutions and pricing up front*
- *Our solutions aim to save your practice or facility 30% to 50% on medical billing and coding costs*
- *Our state of the art technology and data centers are proven to increase efficiency, reliability and security*
- *We guarantee improved AR accountability and management*
- *Your facility is assigned a dedicated account manager to proactively handle your account as well as all of your concerns, questions and reporting*
- *You only pay for the work performed and/or a small percentage of collections*
- *Our billers and coders are certified and experienced across all specialties*
- *You are partnering with a US based company that is committed to integrity, reliability and world class service*

***Thank you for viewing our presentation!***



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