



Optimizing your revenue cycle - from start to finish

Trusted solutions.

Maintaining a strong cash position today is critical for the hospital of tomorrow. At Dell Services, we understand that increasing cash is critical to your hospital because it provides the financial resources that allow for improving care to your patients. Our value to you is simple:

- More Cash
- Less Cost
- Patient and Physician Satisfaction
- Minimal Risk and Inconvenience
- Guaranteed Performance

Whether your hospital is financially distressed, has limited access to capital, has high volumes of low-yielding accounts, or is simply interested in improving the overall performance of the entire revenue cycle, Dell Services provides a full range of high-quality, cost-competitive solutions that help hospitals achieve sustainable results.

Customized Onsite Revenue Cycle Solutions: Our solutions are designed to match each hospital's unique needs. Whether you need to recover cash from aged receivables or are undergoing a system conversion or implementation, our Customized Onsite Revenue Cycle solutions enable you to resolve aged A/R, better manage your revenue cycle, and increase cash.

Revenue Cycle Outsourcing (RCO): Outsourcing your revenue cycle provides your hospital with full-service operations and financial performance accountability with guaranteed results. By entrusting the management of your entire business office—from admissions, to discharge, to billing and collections—your hospital can focus on what it does best: deliver patient care.

Health Information Management (HIM) Solutions: Our comprehensive HIM solutions improve both clinical and administration operations and help to better manage complex patient health information, enhancing the performance and accuracy of workflow processes and clinical data.

Extended Business Office (EBO) Solutions: Our onsite professionals integrate seamlessly with your staff, or we can manage your entire billing and collections remotely through our secure service centers.

Dell Services is a trusted partner to help turn your healthcare services into cash, optimize your hospital's financial performance, and achieve sustainable revenue cycle improvements.

Results that speak for themselves

Dell Services is a trusted provider of revenue cycle solutions and has delivered results to more than 620 hospitals. In addition, we have recovered more than \$7.1 billion and resolved more than \$22 billion in A/R in the last 5 years.

Our dedicated team of more than 2,800 revenue cycle professionals welcomes the opportunity to take on your business office challenges to increase net cash, achieve revenue cycle performance improvement, enhance operational efficiency, and improve overall patient and physician satisfaction.

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services.

By enabling Dell Services to operate your HIM department, your hospital can:

- More than 21,000 associates around the globe
- 8,000+ healthcare associates
- 2,800+ associates dedicated to Revenue Cycle Management
- 4,000+ Technology and Application Specialists
- 100s of Clinicians and Consultants focused on Clinical Transformation

