Revenue Integrity Improvement

Improve revenue integrity and close the gaps that inhibit cash flow
Revenue Integrity Improvement

Dell Revenue Integrity Improvement Services can help you improve cash flow and financial health. We focus on the identification of opportunities to improve existing operations and implement pro-active monitoring of reimbursements, margins and cash flow for long-term revenue growth. Our team is comprised of CPAs, revenue cycle experts, process improvement specialists and certified coders.

The Dell team will conduct onsite interviews and data analysis to assess your current programs, and provide a detailed roadmap with plans for improving:

- Revenue optimization
- Charge capture
- Regulatory mitigation and implementation strategies
- Margin management
- Denial management
- Revenue cycle and clinical integration strategies

Deliverables

After a thorough assessment, the Dell team will deliver a Revenue Integrity Program Gap Analysis, Strategic Plan and Roadmap for improvement, including:

- Lost revenue risks
- Organizational structure optimization
- Reporting and benchmark dashboards
- Technology optimization
- Education and training strategy
- Revenue cycle operational collaboration plan
- Payer management strategy
- Denial management program improvement and mitigation strategy
- Charge capture improvement strategic plan and roadmap
- Data integrity and standardization optimization plan

Revenue Integrity Program Review

The Dell team onsite interviews and data analysis will cover every aspect of your revenue cycle, including:

- Revenue integrity accountability and responsibility structure
- Denial management including:
  - Technical and clinical denial identification, mitigation and tracking procedures
  - Payer denial communication process
- Communication with Case Management on precertification/authorization and denial avoidance.
- Accuracy of patient information
- Verification of payer information and policies
- Accuracy of documentation process and adjudication
- Payer contracting and modeling
- RAC issue trending and remediation
- Margin management
- Clinical integration
- Regulatory readiness
- Value based purchasing readiness
- ICD-10
- Revenue risk mitigation and trending tools
- Margin management
- Managed care contracting
- Revenue capture process, including:
  - Charge capture procedures
  - Reconciliation processes to identify charge capture gaps
  - Departmental charge reconciliation procedures and tools
  - Charge management reports, issue identification procedures and mitigation plans
  - Charge capture policies and procedures
  - Charge capture management reports and benchmarks
- Data integrity and standardization, including:
  - Charge data mapping architecture
  - System linkage validation between order entry, ancillary and patient account systems to identify gaps and mismatched linkages
  - Technology charge delays
  - Data management reports and benchmarks

For more information, go to our Dell Revenue Cycle Consulting site.