

Bern discovers missed billing opportunities for radiologists.



BernMedical



BERN IS:

- **Billing Analysis**
- **Service that leverages Software**

BERN IS NOT:

- **3rd Party Billing**
- **Software Company**



HealthCare Billing Errors

=

Not Maximizing Revenue

Here are the main segments of the types of billing errors and possible corrections.

-Workflow-
Identify Wasteful
Steps



Corrected by:
Eliminating Wasteful
Steps

-Correct Code-
Matching ICD-9 and
CPT codes. Choose



Corrected by:
Providing physicians
info & coding review

-Payment Reviews-
Underpayments based
on the contracted rate



Corrected by:
Comparison of
contracted rate to
payment

BERN'S FOCUS

-Processed
Incorrectly-
An error occurred in
the process.

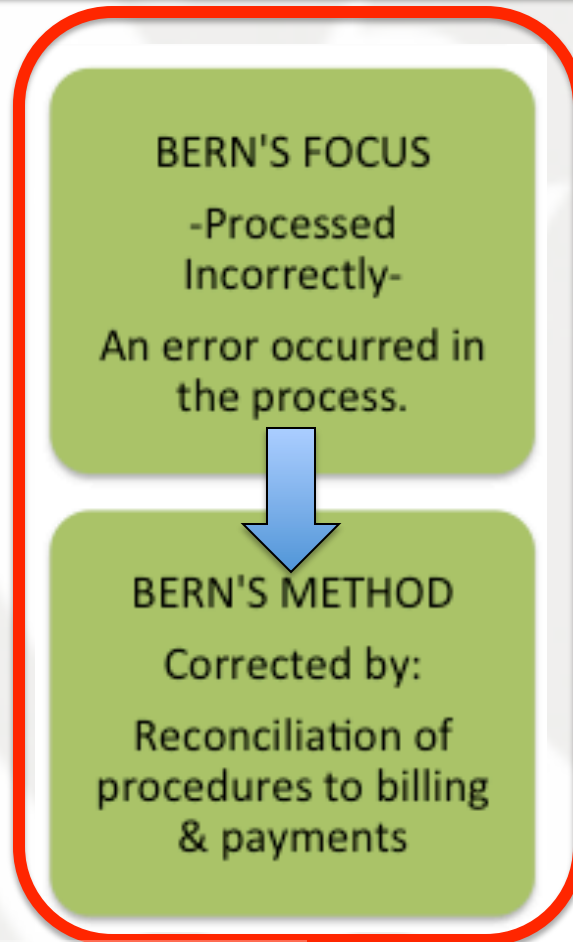


BERN'S METHOD
Corrected by:
Reconciliation of
procedures to billing
& payments



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Bern's Focus is on some error occurring in the billing process



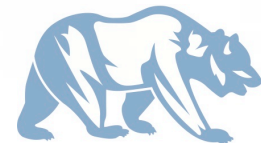
Focus not on codes or workflow



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Typical Errors Bern Has Discovered

- **Software Interfaces Causing Errors**
- **Network Connectivity Downtime Not Relaying Data**
- **Billing Receiving Report- But Not Processing**
- **Missing Certain Procedures**



Bern's Approach

- Bern leverages proprietary algorithms to review all traffic:
 - from the RIS/PACS/HIS to billing and the responses from the payer
- Bern aligns interests with provider:
 - Discover opportunities and recover cash
 - Perform services risk-free



Deliverable #1: Color coded list of billing opportunities

HIGH FILTER (P >= 1; C = 0)					
	<u>E</u>	<u>F</u>	<u>G</u>	<u>H</u>	
54	12/12/1912	54	F	Dec	12
	Thursday	WARNING	WARNING	WARNING	WA

Definite re-billing item

MEDIUM FILTER (C > 0 and (C/P)*100 <= 50)								
<u>B</u>	<u>C</u>	<u>D</u>	<u>E</u>	<u>F</u>	<u>G</u>	<u>H</u>	<u>I</u>	<u>J</u>
wakley	testing	123456	12/21/1901	21	M	Dec	21	190
wakley	testing	123456	12/21/1901	21	M	Dec	21	190

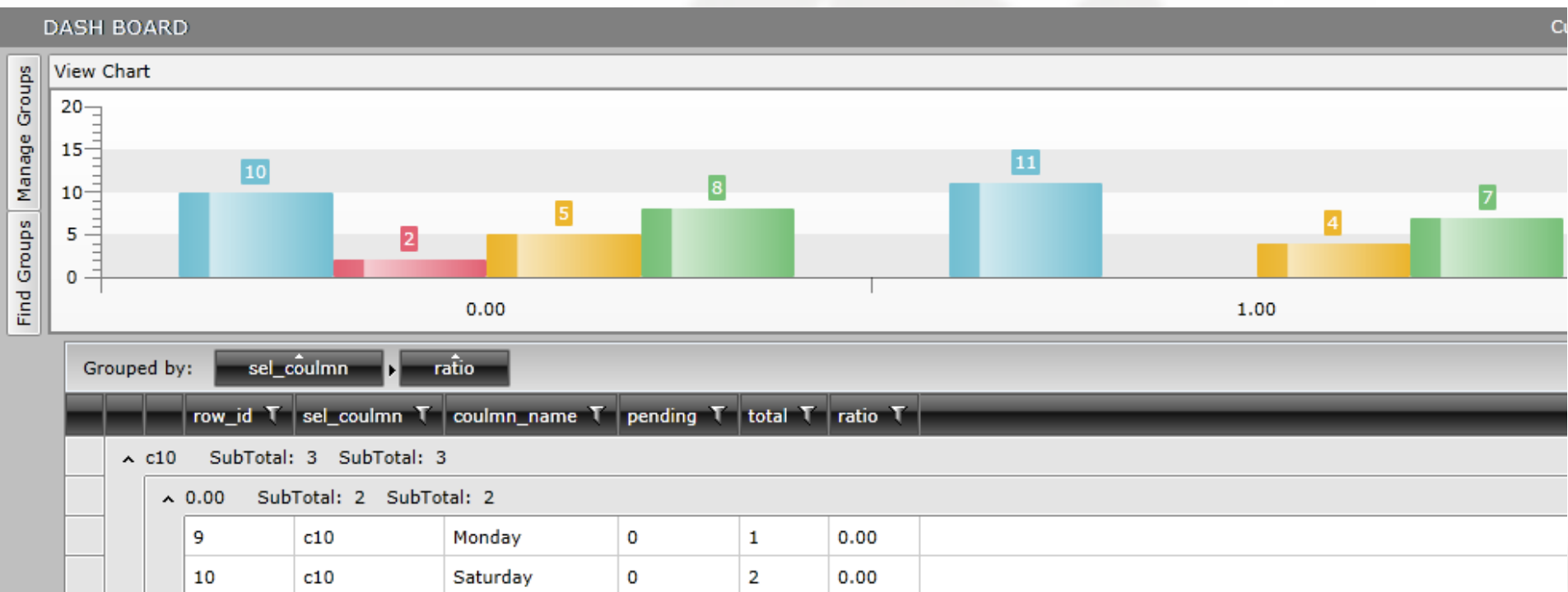
Probable re-billing item

LOW FILTER (c > 0) and ((c/p)*100 <= 80) and ((c/p)*100 > 50))

Possible re-billing item



Deliverable #2: Data visualization to understand source of errors



You can use the data to proactively improve workflow



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Doing Business with Bern

1. Sign the Customer Agreement.

Identifies Bern as a HIPAA business associate

2. Upload CSV files to Bern's HIPAA Compliant website

From your Billing database and PACS/RIS/HIS database

3. Bern Medical delivers report within 2 weeks

Discrepancy Report and Trend Analysis

4. Process billing through normal channels

Improve cash-flow within 30 days.



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FAQs

Q: We don't have any errors. Why would we use Bern?

A: The upside is discover some errors. The downside is you have a 3rd party confirm that all charges are captured for previous 12 months.

Q: We already do this internally. Why would we use Bern?

A: In most cases Bern expects 98% accuracy of the billing traffic. We are looking for exceptions to the normal process, or 2% of annual revenue.

Q: How many months can you analyze?

A: We usually analyze the last 12 months, but there is no limit.

Q: Can we perform this analysis more frequently?

A: Yes. Some providers like to see our reports quarterly, but there is no obligation.

