



## MAXIMIZE REVENUE:

A change in the ownership or control of an ambulatory practice can often lead to reimbursement challenges arising from IT complications, payer contracting difficulties, missed patient pay opportunities, accreditation problems and other issues. It is common for acquired practices to experience missed revenue opportunities, lower cash collections and mounting bad debt.

With this in mind, one focus area for Ambulatory Integration Concepts is helping the ambulatory practice optimize cash collections. This provides an immediate benefit to the acquiring healthcare system.

Ambulatory Integration Concepts helps the practice implement billing and collection systems and best practices while also ensuring compliance with the healthcare system's billing policies. Another critical step in maximizing profitability and raising revenues can be achieved via increasing capacity and throughput by streamlining workflows and processes, which allows the practice to see more patients.

## REDUCE COSTS:

It is critical to improve efficiencies and reduce costs while increasing revenues to maximize financial returns. Ambulatory Integration Concepts helps clients optimize operations, one of the most important objectives of any integration project.

The company identifies workflow inefficiencies, redundancies, manual processes and compliance challenges that are increasing practice costs. Ambulatory Integration Concepts then works to align systems and workflows with best practices to achieve newfound efficiencies.

During the integration process, Ambulatory Integration Concepts determines the best way to optimize IT systems and networks. In addition to reducing duplication and identifying network improvements, it also results in enhanced access to data to more successfully manage operations.

Finally, Ambulatory Integration Concepts assists in identifying proper staffing levels, as well as minimizing or eliminating manual processes to improve productivity.

## ENHANCE QUALITY:

Providing physicians and other clinical personnel access to a complete patient medical record is one of the most valuable potential outcomes of any ambulatory transaction. When patients visit a medical practice affiliated with a healthcare system, they want that practice to have full access to their health records. From a patient perspective, this access to information is probably the most compelling result of ambulatory transactions and critical to enhancing the quality of care. Ambulatory Integration Concepts aggregates and integrates data sources and software platforms as part of its process to ensure information is readily available to clinicians.

An additional benefit of consolidation is the ability to share best practices across the larger organization. Ambulatory Integration Concepts can help clinicians throughout a network share ideas and identify best clinical practices.

The ability for clinicians throughout the continuum of care to have better access to patient information and clinical best practices not only adds convenience to the patient encounter, but it is also critical to providing coordinated care to achieve optimal patient outcomes.

## INCREASE RETENTION:

Cultural challenges are common when two or more organizations are brought together through an acquisition or merger. The result can be disastrous: there are instances where part or all of a valuable medical team left when their contracts expired, leaving the acquiring healthcare system with little more than a name and substantial financial loss.

Ambulatory Integration Concepts assesses cultural indicators and then uses the variances identified to develop action plans that address cultural differences. This approach drives improved physician and employee satisfaction, and consequently better retention of physicians and key management.

The actions around culture and human resource integration are designed to not only increase retention, but serve to increase productivity at all levels within the ambulatory practice as well. For example, fully integrated processes and systems allow clinicians to devote more attention to their patients and spend less time on administrative and clerical tasks, consequently leading to improved patient outcomes.

