

Increased Revenue Through Proactive Provider Enrollment

Client Case Study: Provider Enrollment Solution

In today's complicated healthcare environment, providers must capture every billable dollar. Proactive management of your revenue cycle and keeping up with provider enrollment requirements and processing times are keys to maintaining a healthy bottom line.

One area where providers lose revenue is provider enrollment. Application processing, tracking, and diligent follow-up are difficult to manage. Additionally, providers are realizing that they can generate incremental revenue by reducing provider enrollment timeframes. At TractManager, we believe that provider enrollment is a critical part of the revenue cycle, and it needs to be handled in the same way that accounts receivable (AR) follow-up is conducted — in a standardized and systematic way. The following Case Study provides an example of how TractManager's proactive provider enrollment follow-up generated incremental revenue for a TractManager client.

▼ The Challenge

Client was losing revenue due to not enrolling its 200 Physician Assistants as standalone providers.

- Client looked at several internal and external provider enrollment options to process and manage the large provider enrollment initiative.
- Client had limited internal resources (staff and physical space) and wanted to start the project ASAP.

▼ The Solution

Client was able to bill for Physician Assistants as individual providers, translating to substantial incremental revenue for the organization and a 10-to-1 ROI.

- TractManager initiated a comprehensive provider enrollment solution for all 200 Physician Assistants that included a transition kick-off meeting, onsite documentation collection, and the building of all provider profiles in our credentialing system.
 - » Conducted weekly review of missing elements document for enrollment.
 - » Packaged applications and signature packets, distributed them, and collected them from providers.
 - » Submitted all enrollment applications, both delegated and non-delegated.
 - » Conducted timely application follow-up.
 - » Reviewed advanced reporting to proactively manage process delays and track and trend all outstanding items.



\$1M+

**CLIENT GENERATED
INCREMENTAL REVENUE**



TractManager

Smarter Decisions. Smarter Healthcare.

TractManager empowers the unsung heroes who make healthcare organizations run, with insights and technology that lead to smarter decisions. From improved sourcing decisions, to compliant contract lifecycle management, to credentialing and provider management, we help people run their healthcare systems at peak efficiency, with minimal risk. And when that happens, something pretty wonderful happens — patients receive better care.

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