

# FIND ACTIVE, BILLABLE COVERAGE FOR MORE THAN 30% OF CLAIMS

with the ZOLL® AR Boost® Real-time Insurance Discovery Tool

## Finds Coverage for 30%+ Claims

- Finds active, billable coverage
- Lists relevant plan types (HMO, PPO, etc.)
- Provides suggested payer order

## Finds Even MORE Coverage for Specialty and Pre-hospital Providers

- Radiology
- Laboratory
- Emergency Departments
- Medical Groups
- Emergency Medical Services

## Discovers up to 17% More Government Coverage

- Confirms active coverage and enables retroactive billing
- Differentiates managed care and advantage plans

## Discovers 20% More Commercial Coverage

## Finds \$50k More Self-pay Revenue per 1,000 claims\*

\*Based on 20% additional commercial coverage found with a \$250 per-claim reimbursement, generating an additional \$50,000 in revenue per 1,000 self-pay claims.

## 4 Benefits of Real-time Insurance Discovery



Maximizes revenue by finding commercial and/or government coverage



Finds more hidden coverage with expansive searches



Reduces workload and cost to collect



Reduces patient financial burden and increases satisfaction

Insurance Discovery has been a great tool because it helps us automate the process of running checks across multiple payers. As a result, we've increased reimbursements and operational efficiencies, while reducing time to collect. In 2022, our average hit rate was 47% for uninsured accounts with the ZOLL AR Boost Insurance Discovery, accessed via the Inovalon ONE® Platform.

– U.S.-based Fortune 500 Lab Services Provider

Pettigrew implemented the ZOLL AR Boost suite in early 2022, and it has provided tremendous benefit through both increased revenue and reduced employee expenses. On average, we find updated or missing insurance information for 27% of the records we submit. This information has resulted in the recovery of over \$100,000 in revenue that would have been delayed or possibly never realized at all.

– Mark Jones, VP of Business Development and Client Services at Pettigrew Medical

About one quarter of our revenue is generated from insurance payments. We get these accounts a little bit later in life, so we have a very small window of opportunity. We realized a 10% improvement using ZOLL AR Boost Insurance Discovery tool [via the Inovalon portal] to find billable coverage for presumed self-pay accounts.

– Chief Operating Officer, U.S.-based Collections Agency

## About the ZOLL AR Boost Solution Suite

Each year, more than 120 million unique billing claims are enhanced, and more than 1 billion eligibility transactions (including demographic verification, insurance eligibility, self-pay analysis, deductible monitoring, and prior authorization) are processed using ZOLL AR Boost tools.

Our **Insurance Discovery** tool finds active coverage in real time and converts more than 30% of presumed self-pay patients. Using innovative technology and the latest mapping logic combined with human intelligence, our Insurance Discovery tool explores every coverage option for more than 2,000 payers, clearinghouse databases, and direct connections infrastructure to find more active, billable coverage. When used in combination with the ZOLL AR Boost Demographic Verifier tool, Insurance Discovery results can be even more impressive.

Our **Demographic Verifier** is the only demographic verification tool that enhances core data for 82% or more patient encounters and provides a confidence score based on our proprietary 108-point algorithm.

To learn more, call us or visit our website:

800-474-4489 | [www.zolldata.com/insurance-discovery](http://www.zolldata.com/insurance-discovery)