

ZOLL | AR BOOST®

AR OPTIMIZATION

Uncover More Revenue and Shrink AR by Knowing Your Patients Financially



ZOLL AR Boost Delivers the Information You Need To Find More Active Coverage and Drive More Revenue.

Healthcare billing departments struggle to obtain complete, accurate, patient financial data needed to optimize accounts receivable (AR). Missing or inaccurate patient information causes claim denials, payment delays, escalating receivables, self-pay misclassifications, and unnecessary write-offs. The influx of high deductible health plans, Medicaid and self-pay patients increases insurance discovery and verification challenges and makes maximum revenue capture more difficult than ever before. Significant revenue goes uncollected, costing millions of dollars annually.

Every healthcare billing department — whether EMS, hospital, physicians group, or billing company — needs a better way to discover active insurance, obtain prior authorization, and identify patient deductibles.

The ZOLL AR Boost solution plugs cash flow leaks by finding up-to-date patient information. No more skip tracing and scouring payer websites. With a single click, our AR optimization tools automate and integrate multiple data sources to discover complete demographics, active coverage, Federal Poverty Level/charitable qualifications, deductible management, and propensity to pay.

With minimal effort, billers can conduct financial diagnostics on individual patients to yield maximum impact — truly optimizing AR.



Capabilities

- Find missing demographics and active coverage
- Identify the correct responsible party the first time
- Verify prior authorization requirements and check deductibles
- Determine patient propensity to pay
- Qualify self-pay patients for charity or hardship



Benefits

- Recognize up to 12% increased revenue
- Realize upwards of a 6:1 return on investment
- Reduce returned mail due to more accurate demographic information
- Lower operational costs with increased margin
- Minimize write-offs and third-party agencies



Results

“The key to financial survival in healthcare is finding insurance and coverage for as many patients as possible. With ZOLL AR Boost, we are able to quickly and accurately code cases, submit claims and get payment.”

— Physician Practice Billing Company
12 million claims annually

“We found great value in ZOLL AR Boost’s services. By using ZOLL AR Boost, we quickly found billable payers and ran claims before sending them to collections, even for self-pay. ZOLL AR Boost is far more cost-effective and faster than hiring people to manually chase down patients and payers.”

— Regional EMS Agency
50,000 Transports Per Year

ZOLL AR Boost Helps You Quickly Recognize ROI Based on Actual Reimbursement.



Insurance Discovery

The Insurance Discover tool combines the best technology with human intelligence to capitalize on every inquiry and explore every coverage option, including results with undetermined outcomes. We examine claims and clearinghouses at multiple levels to find every possible payer source.



Demographic Verification

Ensure proper mail and claim delivery the first time and reduce returned mail by up to 60% with the Demographic Verifier tool. We leverage expansive consumer databases to validate demographic attributes including name, address, DOB and SSN.



Insurance Verification

The Insurance Verifier tool works in real time or batch to identify active, billable coverage and includes service type, co-pay, deductible and available coordination of benefits detail. We combine the latest technology with healthcare industry receivables expertise to quickly and effectively triage your patients' insurance coverage. Fewer claim denials and improperly classified patients, new payer sources, and higher clean claim rates boost the bottom line.



Prior Authorization

The Prior Authorization tool accelerates the process from provider order through prior authorization (PA) adjudication, saving valuable time. Automated PA provides efficiency, predictability, and cost savings that beat the manual approach.



Deductible Monitoring

The Deductible Monitoring tool helps you manage bad debt and reduce collections costs associated with patient cost sharing and high deductibles.



Self-pay Analysis

The Self-pay Analyzer tool determines patients most likely to pay, and pinpoints those who qualify for a hardship discount and probable Medicaid, enabling you to maximize internal collections and prevent low hanging fruit from being outsourced to collection vendors.



Claims Monitoring

The Claims Monitoring tool improves visibility into the status of claims at the payer early on so you can focus attention on collections and appeals efforts.



MBI Lookup Tool

Any provider or billing software vendor can automatically identify and convert an individual HICN or SSN to MBI. The MBI lookup tool accelerates what is otherwise a time-consuming, manual process and automatically facilitates clean claims and optimum reimbursement.