

URS BILLING SERVICES, LLC

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Medical E-Newsletter



CMS issued a proposed rule that would update Medicare payment policies and rates for inpatient stays to general acute care hospitals paid under the Inpatient Prospective Payment System (IPPS) and long-term care hospitals (LTCHs) paid under the LTCH Prospective Payment System (PPS).

This proposed rule is a continuation of efforts to promote improvements in hospital care that will lead to better patient outcomes while slowing the long-term health care cost growth.

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A Few Key Strategies for Optimizing Revenues and Increasing Operating Margins

The Coding Corner



After Hours Code

Q & A's

E-mail us @
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 for any questions or
 comments!

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Do You Appreciate Your Staff?

Listed are 5 ways to reward and empower your staff for little to no cost!

- Great everyone at the first encounter of the day
- Provide service awards
- Praise innovative and cost-saving measures
- Emphasize vital survival goals for the organization
- Switch the focus from panic to performance during economic down turns or "slow" times

Remember monetized incentives will help the success of the practice, so don't write those off, just try to add extra care to your staff by practicing the 5 steps often!

Keep A Few Key Strategies for Optimizing Revenues and Increasing Operating Margins

Many medical practices are struggling to making ends meet and maintaining minimal cash flows. The one key culprit is lower reimbursement rates, especially in family, general and internal medicine practices. Many practice administrators are throwing up their hands in complete frustration. Fortunately, *there are several key areas of office administration and operation* that can present opportunities for increasing revenues and improving operating margins.

Accuracy – Accuracy produces efficiency, 'maximization', talent and cash flow. Accuracy should be emphasized and encouraged at every possible opportunity. Employees should gain a sound understanding of the fiscal meaning of 'accuracy'. For example, the URS Management Team emphasizes the importance of accuracy when reviewing charges, coding, entering demographics, posting payments and responding to patient inquiries. Understanding this key aspect of production is absolutely essential in those practices experiencing lower revenues and operating margins.

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The Coding Corner

Proper medical coding is important to your bottom line. **Undercode**, and you leave earned revenue on the table. **Overcode**, and you risk fines or even jail time.

Q & A

Q: Patient Collections aren't going well, what is going on?

A: Here are a few questions you can ask yourself as to what may be the problem:

1. When scheduling the patient's appointment, is staff mentioning the fees/copays required during the visit?
 2. Do you offer flexible payments plans for patients who cannot pay in full?
 3. Do you accept credit and debit cards?
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