

# URS BILLING SERVICES, LLC

## February 2012

Medical E-Newsletter



- Integrity
- Diligence
- Commitment

### Top Medical Trends: Reimbursement

"Even if we are successful at getting new treatments through the R&D and approval process, the question remains whether payers (government and private) will be willing to pick up the tab. Insurance coverage decisions -- and insurers themselves -- are playing a role farther upstream in the R&D and investment process, as companies begin to craft their research priorities and programs to maximize the possibility of reimbursement...."- [HuffingtonPost.com](#)

### Features In This Issue:

Top Medical Trends



5 Tips to Improve your Medical Practice's Billing

The Coding Corner



2012 ICD-10 CM

Q & A's

E-mail us @  
[info@e-urs.com](mailto:info@e-urs.com)  
for any questions or  
comments!

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## 5 Tips to Improve Your Medical Practice's Billing

Over the next 4 weeks, URS will discuss 5 tips to Improve your Medical Practice's Billing and Collections. Each week we will post a tip on our blog, [ursbillingservices.blogspot.com](http://ursbillingservices.blogspot.com), where readers can post their thoughts regarding these "swept under the rug" topics.

In order to improve our business and how efficiently we work, we are encouraging positive and negative feedback. For future discussions, please e-mail suggestions at [info@e-urs.com](mailto:info@e-urs.com).

Efficient billing and collections processes are critical components of a successful and profitable medical practice. Yet most practices leave between 5 percent and 30 percent of their reimbursement on the table because they lack proper processes, staffing, training or technology. Industry experts say the first 80 percent of payments are relatively easy to collect. It's the next 20 percent that are harder to obtain and more expensive to collect. Follow these recommendations and regain control of your billing operations...

### 1. Verification of benefits and patient registration

It is increasingly important to verify a patient's benefits prior to the date of service. It can decrease the cost of collections, minimize the risk of writing off a balance and significantly improve your cash flow. This is also an opportunity to address outstanding balances and co-pays.

Now, head over to [ursbillingservices.blogspot.com](http://ursbillingservices.blogspot.com) and explain how you make this a priority or reasons you are having difficulty completing this task!

source: mgma.com

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## The Coding Corner

The 2012 ICD-10-CM code updates are now available on the [2012 ICD-10-CM and GEMs](#) page. Also available, the 2012 ICD-10-CM index and tabular, code titles, addendum, General equivalence mappings, and reimbursement mappings files.

Source: cms.gov

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## Q & A

**Q: How can I reduce and control operating costs?**

**A: Outsourcing to URS!** The most important tactical reasons for outsourcing medical billing functions are to accelerate revenues and reduce and control operating costs. Achieving greater economies of scale and advantages based upon specialization, is clearly and simply one of the most compelling tactical reasons for outsourcing!

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