



Top Ten Ways to be a Practice Superhero

RCM, Advanced Billing Technologies,
Meaningful Use, Credentialing & other
Practice Management Advice

1. Save more money

Medical practices are under constant pressure to cut costs and save more money. This can be achieved by keeping staff levels low, cutting overhead expenses or minimizing capital expenditures. A well-run practice usually focuses on improving billing and collections. Even high performers have opportunities for improvements in revenue cycle management. By partnering with an RCM expert like Pulse, practices get high-quality revenue cycle services for lower cost. PulseRCM is a comprehensive suite of RCM services — everything FROM claims preparation that includes verifying patient eligibility TO claims submission that includes charge entry and coding TO claims and denial management TO reporting and analytics.

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2. Increase revenue without disrupting your existing workflows

Changing technologies is a major event for most businesses. And changing practice management or EHR systems seem monumental for a busy medical practice. PulseRCM is easy to use and implement, AND you don't need to change your existing systems! Pulse interfaces to your existing practice management and EHR platforms — there's no new software to learn, no conversions to make. Pulse works with thousands of users and our RCM clients increased their revenue an average of 19.7% after the first year, without changing their existing platforms.

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▶ What is Open RCM?

Pulse practices *Open RCM* which means you don't have to change your current platforms if you don't want to, while using our RCM services.

Pulse can manage your revenue cycle on your existing platforms, OR we can supply PulseCloud, the leading practice management system interfaced to your clinical EHR system, OR we can supply all the systems your practice needs for successful administrative and clinical operations. Whichever path works for your practice, *Open RCM* gives you the flexibility to quickly improve your revenue cycle management without disrupting your practice.

And with *Open RCM*, there are no start-up costs, no software licensing fees, no hardware or server investments, and no ongoing maintenance or software upgrade fees.



3. Work on getting clean claims and fewer insurance denials

One of the hardest problems a practice faces is filing clean claims with insurance carriers — navigating insurance companies and their ever-changing requirements. PulseRCM uses certified coders and automated coding techniques to assure that your practice submits accurate and thorough claims that will be accepted the first time. Pulse's certified coders are fluent in all coding guidelines and insurer requirements. Our years of experience have taught us that coding accuracy translates into accurate reimbursement. PulseRCM has a 98.7% first-pass clean claims acceptance rate! *Pulse gets it right the first time!*

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4. Achieve timely and accurate billing

The kiss of death for a practice is not filing claims on time or getting claims rejected by insurance companies. It always leads to getting paid less! Often this is because their current billing service doesn't work hard or their current billing staff is costly and lacks the expertise to perform billing in an accurate and timely manner. Pulse is ranked #1 by KLAS for our billing services. Pulse has a proven track record of getting results and performing many functions other billing services do not, including complete claims preparation and submission, denial management and A/R management.

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5. Aim for easier billing & scheduling

Before using PulseCloud, many Pulse clients were using an outdated Practice Management system that made work harder than it needed to be. PulseCloud offers a modern platform that handles all the demands of private practice administration. PulseCloud is a simple, low cost practice management system that utilizes intuitive workflows and user-friendly screen navigation. This makes scheduling and billing easy-to-use and easy-to-implement. PulseCloud also gives you the tools to take control of your entire practice and puts patient data at your fingertips, while ensuring regulatory compliance throughout the changing healthcare industry.

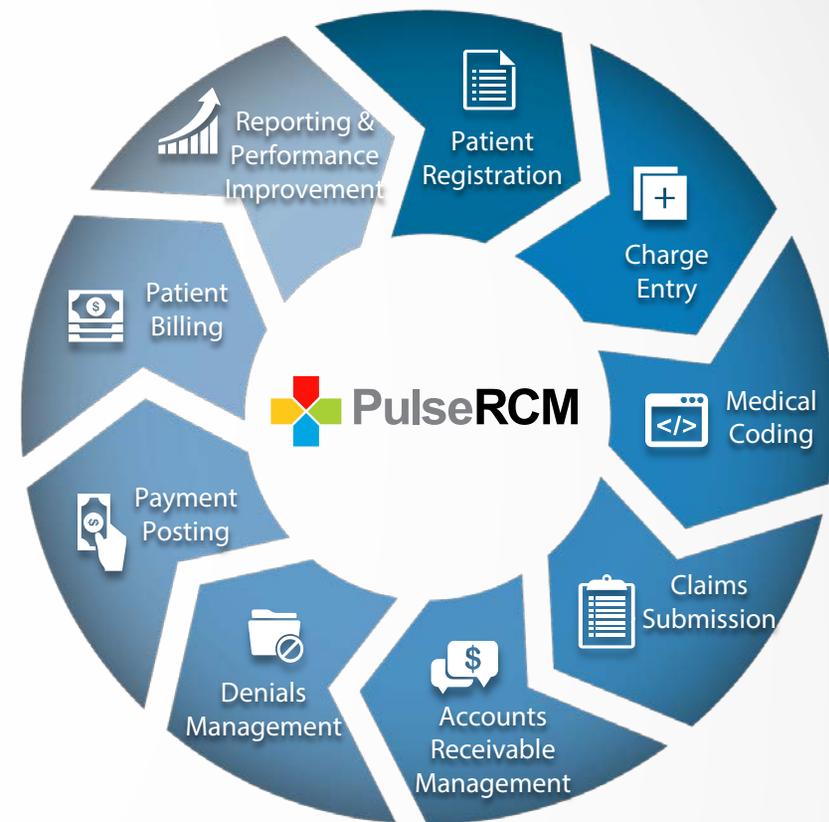
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PulseRCM

[Pulse Revenue Cycle Management](#) (PulseRCM) is a comprehensive RCM program that supports all the financial functions of your practice – everything from patient registration & eligibility TO claims preparation, coding & submission TO denial & A/R management TO reporting & performance improvement. PulseRCM provides advanced medical billing services and technologies that help physicians get paid, simplify work and improve the delivery of patient services.

Because PulseRCM uses an experienced team of certified coders and comprehensive claims scrubbing rules, Pulse clients receive optimal billing and first-time claim acceptance rates that average over 98%. PulseRCM clients benefit from higher collection rates, shorter payment cycles, reduced number of days in A/R, and reduced expenses.



6. Get more time for patient visits

EHR systems are great right up until they take more time to document a patient visit than the visit took itself! This is a constant complaint from clinical staff — “It takes forever to write up a patient visit in our EHR system.” PulseCloud EHR uses [Medicomp Systems’](#) clinical knowledge engine that supports the physician thought processes and workflow at the point of care. This knowledge engine simplifies the clinical documentation process for your medical team. PulseCloud EHR provides a single workspace with an actionable patient summary showing all clinically relevant information for any problem, and is fully integrated with Medicomp’s clinical engine which is comprised of 340,000 pre-coordinated concepts, with more than 1.2 million mappings to external terminologies and code sets.



Using Medicomp’s clinical knowledge engine makes PulseCloud EHR clinically interoperable for problems, medications, tests and therapies, as well as supporting E/M coding and MACRA clinical quality measures (CQMs).



7. Demonstrate “Meaningful Use” with a certified EHR system

Meeting federal “Meaningful Use” requirements is a constant challenge for most practices. What requirements do we have to “attest” to this year? Is our EHR still certified? What reports do we need to file? Practices turn to Pulse because we provide a 2015 Certified EHR solution with standardized data integrated within our technology. This makes it easy for doctors to track and document quality measures. They can effortlessly submit information without needing costly and hard-to-use registries. And behind Pulse is a dedicated Compliance team ensuring our code base is 100% compliant with every version and modification published.

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8. Keep up with physician credentialing

Many practices simply don't keep up with all their necessary physician credentialing — all the provider enrollments and hospital privileges they need to maintain — or they spend too much time doing it. It's like a nagging headache that won't go away. Pulse has partnered with [Med Advantage](#), the leading credentialing service, who acts as an advocate and liaison between your providers and the payors you have chosen. Pulse Credentialing facilitates the process from application request until your providers are participating in a network and receiving reimbursements.

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9. Provide better access for patients

A modern medical practice, particularly a practice with a younger demographic, must give their patients online access to essential functions such as — scheduling, prescription renewals, finding out test results, and making payments. That's why Pulse has partnered with [InteliChart Patient Portal](#) to give practices an online platform for their patients. InteliChart Patient Portal provides patients with safe, secure 24/7 access to their health information via the internet. InteliChart Patient Portal offers a central place for patients to view their health records, schedule appointments, request medication refills, see test results, and make payments. Also, InteliChart Patient Portal satisfies 2015 MU3 & MIPS requirements to help practices meet their federal meaningful use requirements.



INTELICHART
ENGAGEMENT TO OUTCOMES

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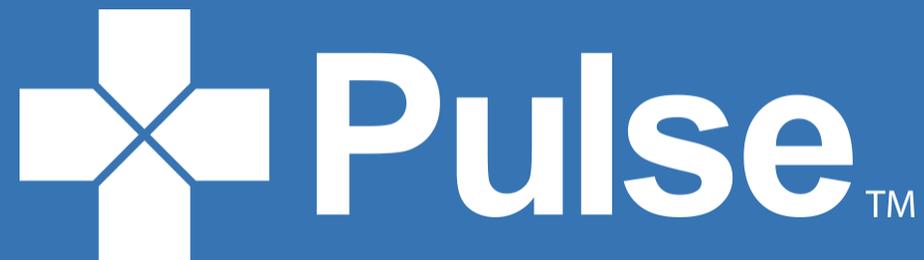


10. Protect patient data

Almost every day you hear a story about a corporate data breach or new computer virus or how some un-hackable system got hacked! In healthcare, protecting patient data has become as important as protecting patients' lives in an era of increased cybersecurity threats, particularly for physician practices. All Pulse platforms maintain a multi-layered security program that utilizes leading commercial technology to provide defense against both external and internal attacks. Pulse maintains a full-time staff of certified information security professionals to manage its security program. Regular audits and risk assessments are combined with an advanced intelligence network to assess potential security risks and Pulse's ability to meet emerging threats.

Pulse operates an ISO 27001, SSAE 16 and HIPAA compliant data center with a hardened exterior sitting on dual power grids, employing generator backup and 24/7/365 closed circuit and manned monitoring. Pulse uses the latest backup methodologies with a comprehensive disaster recovery program.





Pulse is a Revenue Cycle Management (RCM) company with advanced medical billing services and technologies that help physicians get paid, simplify work and improve the delivery of patient services. Pulse is recognized as a leading provider of SaaS and mobile solutions including integrated Electronic Health Records (EHR), Practice Management (PM), population health, electronic prescription, medical billing clearinghouse, patient engagement, and payment technologies to physicians, medical service providers and patients. Thousands of providers across over 40 specialties use Pulse to ensure they achieve the best possible financial and clinical outcomes.

Pulse is part of the Cegedim Healthcare Software division, owned and operated by Cegedim, a global healthcare technology company. To learn more or to request a demonstration of Pulse's solutions, please visit us at www.pulseinc.com or call 800.444.0882.

