

Optimize Your Patients' Experience While Enhancing Your Bottom Line



We've Got You Covered
with Tools to Manage
Your Time and Your Money

From Front Office to Back Office
and Everything In Between...

Your goal: Maximize revenue while focusing on what's really important to you – *your patients*. With integrated practice management and Electronic Health Records (EHR) software that empowers you to manage not only your front office, but also your clinical suites and back office... Sage Software is poised to offer you a customized solution to help you do just that.

Introducing the Revenue Cycle Management (RCM) suite from Sage Software.

- Patient Flow
- Insurance Eligibility
- Up-front Collections
- Encounter Documentation & Coding
- E-Prescribing & Integrated DUR
- Quality & Performance Reimbursement
- Claim Tracking & Scrubbing
- Claim & Denial Management
- Patient Statements & Letters
- Payer Contract Management

To learn more about Sage Software
RCM tools, visit: sagehealth.com/RCM.

sage
software

Front Office Solutions:

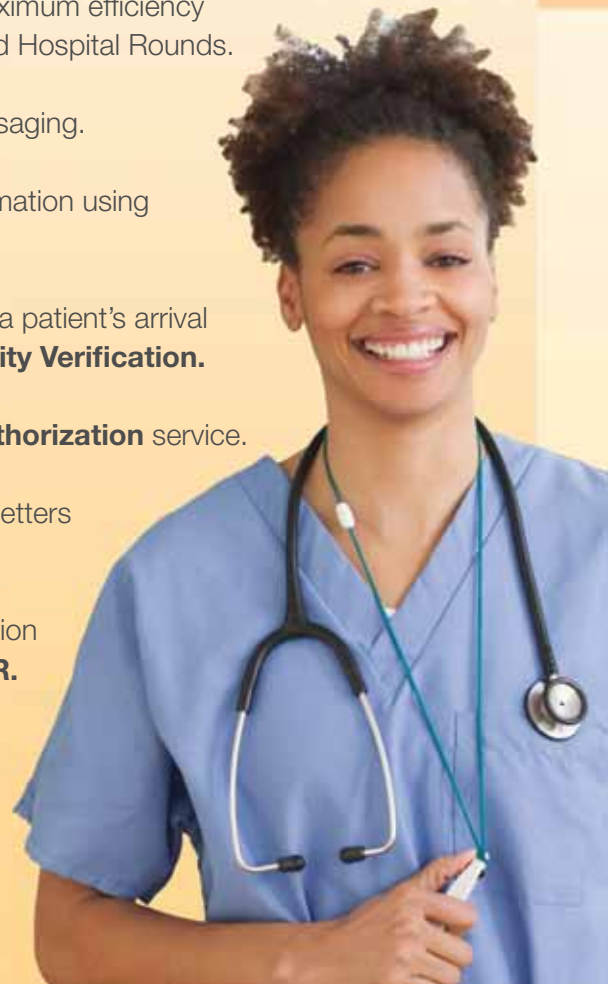
Your patients have seen their health benefits evolve, resulting in higher deductibles and co-pays, and more use of HSAs/FSAs. This has caused A/R to explode in some practices. Is your practice feeling that cash-flow pinch? Has it affected your bottom line?

With the customizable RCM suite from Sage Software, you get the right tools to maximize your revenue while providing patients with the care and service they need. Best of all, these tools are from a single source, not multiple vendors.

Featuring **Sage Intergy** - a robust practice management system - along with additional products like automated patient messaging and our **Network Services** for EDI - the RCM suite has everything you need to help your front office run more efficiently.

- Optimize patient flow and manage the scheduling process for maximum efficiency using advanced functions for Appointments, Recalls, Wait List and Hospital Rounds.
- Reduce no-shows with customized pre-appointment patient messaging.
- Quickly scan and import patient identification and insurance information using integrated document imaging features within Intergy.
- Accurately determine insurance co-pays and deductibles prior to a patient's arrival and collect funds at the point of service using **Automatic Eligibility Verification**.
- Process payments quickly and securely with the **Credit Card Authorization** service.
- Generate and send electronic patient statements and collections letters with **Network Services** from Sage.
- Set recall reminders and generate recall notices thanks to integration with the Order Set Management feature within **Sage Intergy EHR**.

To learn more about Sage Software RCM tools visit: sagehealth.com/RCM.



Care Based Perspective: The Case for EHR

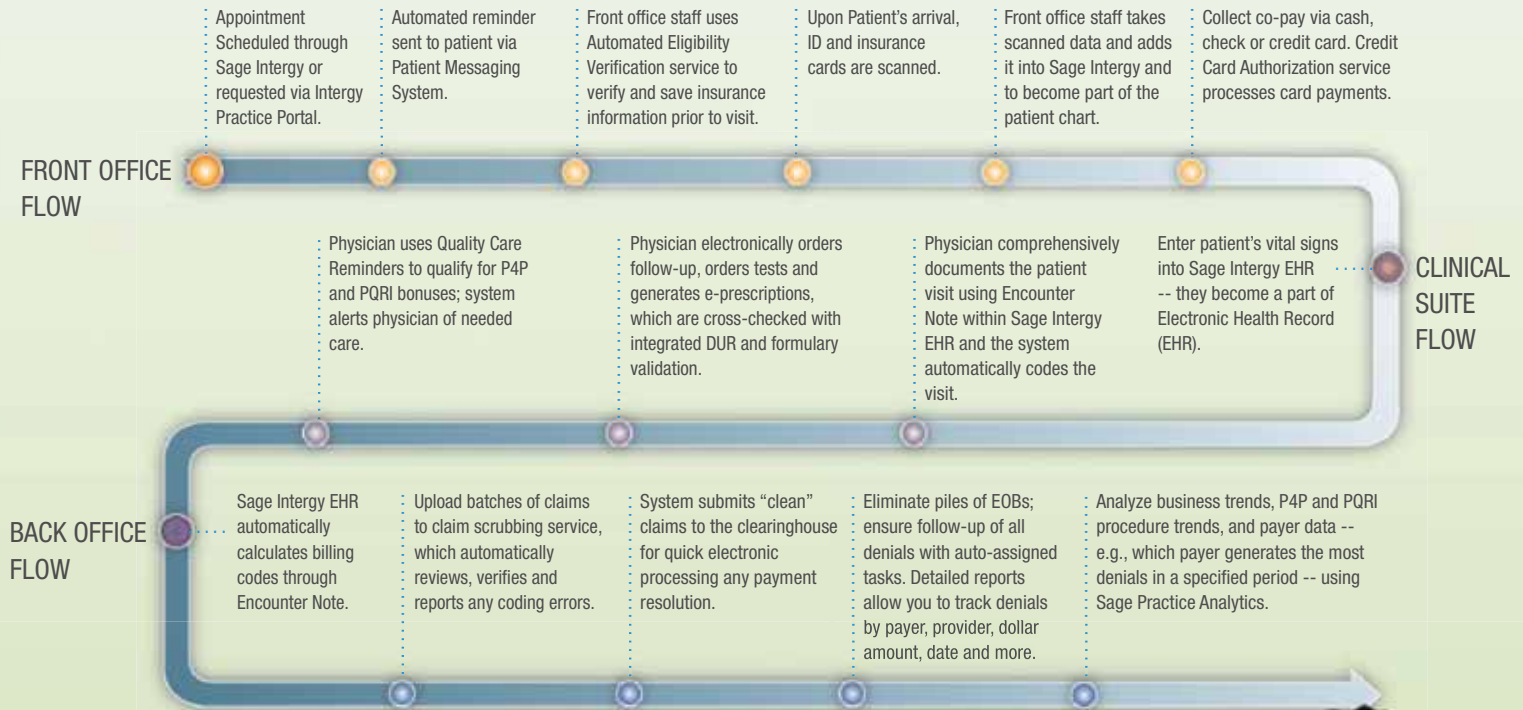
Research shows that the most successful practices are those that utilize integrated practice management and Electronic Health Records (EHR) systems.

Integrated solutions like **Sage Intergy** and **Sage Intergy EHR** utilize a common database, sharing and passing data between the two systems. Billing and coding information is automatically gathered from clinical documentation and utilized by the practice management system; physician orders are created in the EHR and accessed by the practice management system for follow-up. With cross-functional features that promote proactive task management, **Sage Intergy** and **Sage Intergy EHR** can help increase revenue and decrease denials, all the while helping you accomplish what's really important: enhancing your practice's ability to provide high quality patient care.

Additionally, **Sage Intergy EHR** is also available as a stand-alone EHR...a smart alternative if you already have a practice management system in place. Whether you have plans to upgrade your practice management system in the future or not, by utilizing a standalone version of **Sage Intergy EHR** your practice *and your patients* can realize the benefits of an EHR.

- Maximize coding accuracy with intuitive electronic **Encounter Notes**.
- Manage patient charts electronically, virtually eliminating the problem of lost and misplaced charts.
- Deliver quality care and even achieve **P4P and PQRI** bonuses from payers with Health Management by providing **Quality Care Reminders**.
- Reduce medication errors and improve patient satisfaction using integrated **E-prescribing** and integrated **Drug Utilization Review (DUR)**.
 - Streamline lab order entry and results processing with **Lab Portal Services**.
 - Create and effectively track orders for follow-up via the **Orders & Tasks** function.
 - Facilitate immediate remote charge capture using **Sage Intergy PDA**.
 - Evaluate clinical and operational indicators to assess performance and outcomes with **Sage Practice Analytics**.

How can the Sage Software RCM Suite Enhance the Workflows of Your Practice?



Back Office Solutions:

According to the MGMA, denied claims “can amount to significant lost income if not mined (managed) – as much as 3-5% of annual revenues.”¹

Claims, claims and more claims – your back office staff deals with them every day. Claims – or more accurately, denied claims – cost your practice money daily whether you realize it or not. Improperly coded or under-coded claims are the two of the largest detriments to revenue cycle maximization. **Sage Intergy** and **Sage Intergy EHR** along with the RCM suite of tools can help you fix these issues and see benefits where it counts – *in your bank account*.

Working claims is no simple task, but our Web-based **Claim Tracker** can help make that job a little easier. It provides simplified, end-to-end claim tracking from submission through delivery to the payer. Additionally, integrated features like denial tracking in **Sage Intergy** allows you to flag files and assign rework tasks to appropriate staff for follow-up/resolution, to create traceable accountability. You can also use our **Claim Scrubbing** service to clean claims and fix errors prior to submission to your clearinghouse. Now you can catch errors before they cause a red flag with payers – saving time.

- Reduce claim denials and improve cash flow to maximize revenue.
- Enhance likelihood of first-time claim adjudication which can dramatically reduce days in A/R.
- Isolate coding errors prior to payer submission with reports that provide information to fix claims before being submitted.
- Identify and quickly rework rejected claims via easy-to-use Web-based tools.

Additionally, **Sage Intergy** along with **Sage Practice Analytics** provides you with the ability to be able to better manage your practice’s payer contracts, **P4P** and **PQRI** initiatives, quality care and more.

- User-friendly reporting even for non-programmers
- Determine revenue-maximizing statistics, such as “who generates the most denials within a specified period?” “what’s the leading cause of claim denials?” and “what are my top paying procedures?”
- Conduct P4P and PQRI reporting
- Generate ad-hoc reports for healthcare trends based on data specific to your practice

¹MGMA Connexion, January 2007 – Mining for Gold.



From front office to back office, optimize your patients' experience while enhancing your bottom line with RCM solutions from Sage Software. We've got you covered.

From the initial phone call to setup the appointment to the patient encounter all the way through claims submission and processing, Sage Software has you covered with products and services that will help you maximize revenue and optimize patient care. With nearly 30 years of healthcare software experience, Sage Software has the tools, the people and the expertise to help your practice better manage your revenue cycle.

Contact the healthcare experts at Sage Software today: 877-932-6301 or sagehealth.com/RCM. We'll provide you with a customized solution to maximize your revenue cycle.



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IRV-SS-RCM-BRO-091508