

Success Story

Urology

The Challenge

Our client, a multi-provider Urology group in North Carolina, provides advanced Fertility, Vasectomy, Robotic Surgery, and Urologic Cancer care. The practice peaked shy of \$6 million in revenue, and struggled for over 12 months to break that ceiling with another billing partner, only to see their collections ultimately decrease due to workflow inefficiencies with their vendor.

TDP was engaged with the goal to reverse the negative trend in both revenues and Account Receivables with an assurance to increase collection and decrease their Account Receivables. Key considerations for the client included TDP's experience and understanding of the urologic specialty and coding, transparency in communication and the use of internal data analytics to identify opportunities for workflow and revenue improvements.

The Outcomes

The practice saw significant gains in their revenue collections under TDP, increasing the top line over \$1million annually over the first 24 months of service, to over \$7 million with no considerable change to patient volumes or services - and reduced their 120+ receivables by close to 66%.

•120+ %:

1. Beginning of 2015: 45%.
2. End of March 2017: 16%.

FINANCIAL AGING



•COLLECTIONS:

1. 2015: Average monthly Collections was \$480,000.
2. 2017: Average monthly Collections was \$585,600

TOTAL COLLECTIONS



•AR DAYS:

1. 2015: 54 Days on an Average
2. 2017: 37 Days on an Average

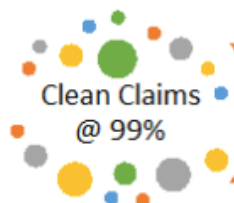
AR DAYS



★ Average monthly collections up 22% with no significant workflow change

★ Average A/R reduced by over 2 weeks

Imagine your bottom line with TDP.



Clean Claims
@ 99%

AR Days @
37 days

Collections
Increased
by 22%

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