



Coverage Discovery®

Find previously unidentified coverage and reduce bad debt

Hide and seek. It's child's play, but no game when it comes to managing insurance denials and your organization's healthcare financial performance. Hidden coverage leads to denials and bad debt. Staff manually seeking missing or undisclosed insurance leads to wasted resources, time and money.

Our Coverage Discovery® solution changes the game from lost to *found*. From pre-service to last in line, we help you find billable Medicaid, Medicare and commercial insurances previously unknown or forgotten, identifying accounts that may be submitted for immediate payment as primary, secondary or tertiary coverages — accounts that are often unnecessarily destined for write-off or charity.

In 2019, Experian Health found coverage associated with **\$10.9 billion** in charges for more than 1,400 healthcare entities

How we do it:

Coverage Discovery helps you find previously unidentified coverage.

- Uses search best practices, multiple proprietary databases and historical information
- Leverages weighted confidence scoring that reduces potential "false positives"
- Scans from pre-service through the entire A/R file to identify previously unknown coverage
- Automatically detects discrepancies that can cause inaccurate financial classifications

Benefits to you:

Coverage Discovery is flexible — it fits *anywhere* within your revenue cycle.

- Maximizes insurance reimbursement revenue by identifying primary, secondary and tertiary coverage
 - Typically identifies previously unknown coverage in over 21% of self-pay accounts
 - Returns on average 60% government and 40% commercial coverages
- Reduces number of accounts sent to collections and charity
- Automates the self-pay scrubbing process
- Ensures staff time is used on accounts most likely to be re-billable to insurance
- Improves visibility into productivity, financial results, workflows and product usage

Are you in the middle of your budget cycle? Are you looking for a no-risk solution?

Coverage Discovery Manager™ is an option that offers contingency-based pricing. Leveraging the best-in-class Coverage Discovery core engine, this solution scans your entire A/R file to identify any previously unknown insurance. Organizations are invoiced only for a percentage of payments received through this effort.

The only comprehensive coverage identification solution across the revenue cycle continuum



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