

REVENUE CYCLE MANAGEMENT

Coverage Discovery[®]

Find previously unidentified coverage and reduce bad debt

Hide and seek. It's no game when it comes to managing insurance denials and your organization's financial performance. Hidden coverage can lead to denials and increasing bad debt. Staff manually seeking missing or undisclosed insurance can lead to wasted time and money for your organization. Our Coverage Discovery[®] solution changes the game from lost to found. From pre-service to final scrub, we help you find billable Medicaid, Medicare and commercial insurances previously unknown or forgotten. Before, these accounts were unnecessarily destined for collections, charity or bad debt write-offs, but now, can be identified and submitted for immediate payment.



Benefits to you

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

1. Maximizes insurance reimbursement revenue by identifying primary, secondary and tertiary coverage
 - In 2022, Coverage Discovery identified previously unknown coverage in 28%+ of self-pay accounts
 - The solution returned 45% government and 55% commercial coverages
2. Automates the self-pay scrubbing process
3. Ensures staff time is used on accounts most likely to be re-billable to insurance
4. Reduces number of accounts sent to collections, charity or bad debt
5. Improves visibility into productivity, financial results and workflows

MORE THAN

**\$64
BILLION**

In 2022, Experian Health found coverage associated with \$64.6 billion across 17+ million found coverages.

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
- Detects discrepancies that can cause inaccurate financial classifications

Coverage Discovery

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

Coverage Discovery® Manager is an option that offers contingency-based pricing. Leveraging the Coverage Discovery core engine, this solution scans your entire A/R file to identify any previously unknown insurance. You're invoiced a fixed-rate contingency fee on reimbursements you've already received on insurances identified by Coverage Discovery Manager.

		Coverage Discovery	Coverage Discovery Manager
	<p>Pre-service</p> <p>Scan scheduled patients without known insurance prior to time of service.</p>	✓	
	<p>Time of service</p> <p>Integration with eCare NEXT® and HIS/PMS platforms provides on-demand insurance coverage scans.</p>	✓	
	<p>Post-service</p> <p>Scan patient balances in A/R for active insurance coverage 30, 60, 90 days post-service.</p>	✓	✓
	<p>Final scrub</p> <p>Perform final scrub scan on patient balances before sending accounts to collections or writing off to charity or bad debt.</p>	✓	✓

The only comprehensive coverage discovery solution across the revenue cycle continuum

Our optional Medicare Beneficiary Identifier (MBI) Lookup Service ensures timely reimbursements by finding and validating accurate MBI numbers for Medicare patients.