RealMed Corporation

“Your Fastest Path to Payment!”
RealMed is...

an integrated *SOLUTION* for providers and payers
RealMed helps to avoid...
RealMed’s value to our clients

• Decrease expense

• Acceleration of revenue

• Reduction of administrative burden

• Increased staff productivity and efficiency
How RealMed delivers value

- Decreased expenses through
  - *Deep, pre-submission claim scrubbing moving backend denials up front*
  - *Opportunity for pre-visit eligibility verification – automated!*
  - *Automated processes allowing for less staff intervention*
  - *No transaction fees – fixed pricing model*
How RealMed delivers value

• Acceleration of revenue
  • 93 – 95% of RealMed claim volume goes direct to payers
    minimal clearinghouse utilization – less hops, less lost
    claims
  • Cleaner claims = less denials = less rework = faster
    reimbursement
  • Pre-visit eligibility decreases claim related edits for claims
    teams
  • Scrubbing of self-pay patients for government program
    coverage netting higher revenue where these accounts may
    have previously been uncollected and written-off
How RealMed delivers value

• **Reduction of administrative burden**
  - *Universal payer access and standard processes for all transactions (eligibility, claims, status updates, remits, electronic reports)*
  - *Pre-visit eligibility scrubbing reducing the number of calls to payers and focusing staff on exceptions*
  - *Consolidation of payer responses allowing for online, electronic claim correction and resubmission when needed*
  - *Automated claim status refresh with payers eliminating claim follow-up calls*
How RealMed delivers value

• Increased staff productivity and efficiency
  • Automated tracking, eligibility scrubbing, status updates and remittance information returns eliminating calls
  • Electronic secondary claims eliminate need for paper and improves staff utilization focusing on value-add activities
    – Claims are scrubbed for eligibility as are primary claims
    – Application of Medicare secondary edits eliminates / reduces denials which require appeals
To whom does RealMed deliver value?

dukehealth.org

Medac

LabCorp

Critical Health Systems

Mckesson
Additional Functionality ...

• Batch Eligibility (proprietary or HIPAA 270/271)

• Institutional Claim Submission

• Patient Statements

• Online Patient Payments