

STI REVENUE CYCLE MANAGEMENT



What if you could

reduce practice costs

**receive FREE
Practice Management
and EMR systems *and*
have someone show
you how to use them**

make more money

**Would you ask
us how?**



What if?

You could reduce your practice costs.





What if?

You could receive a **FREE** cloud-based
Practice Management and EMR System
and have someone show you how to use it properly.



Here is one physician practice's actual result.



\$33,019/month

Average Collections before RCM

\$39,782/month

Average Collection after RCM Fees

\$81,156 per year

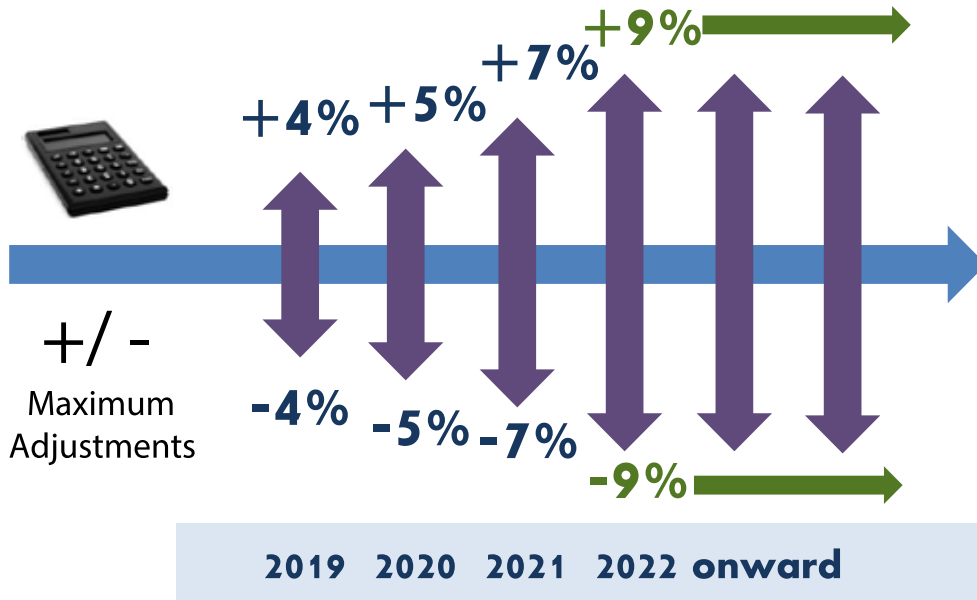
Additional Provider Income

What if?

You could make more money.



More Money In Your Pocket



If you don't participate in MIPS it could affect your Medicare payments by as much as 9% per year positively or negatively.

That's up to an 18% swing in your Medicare reimbursement but with the STI RCM program we will help you to either reduce the deduction or qualify for the additional revenue. If you receive \$200,000/year in Medicare payments that could be as much as a \$36,000 difference to the money in your pocket.

STI RCM can really affect your compensation



More Money In Your Pocket

Yearly Medicare Payments	2019 - 4% Penalty	2020 - 5% Penalty	2021 - 7% Penalty	2022 - 9% Penalty	Total 4yrs Penalty	Medicare 4yrs Incentives
\$100,000	\$4,000	\$5,000	\$7,000	\$9,000	\$25,000	\$25,000
\$200,000	\$8,000	\$10,000	\$14,000	\$18,000	\$50,000	\$50,000
\$250,000	\$10,000	\$12,500	\$17,500	\$22,500	\$62,500	\$62,500
\$500,000	\$20,000	\$25,000	\$35,000	\$45,000	\$125,000	\$125,000
\$750,000	\$30,000	\$37,500	\$52,500	\$67,500	\$187,500	\$187,500
\$1,000,000	\$40,000	\$50,000	\$70,000	\$90,000	\$250,000	\$250,000
\$1,200,000	\$48,000	\$60,000	\$84,000	\$108,000	\$300,000	\$300,000
\$1,500,000	\$60,000	\$75,000	\$105,000	\$135,000	\$375,000	\$375,000

STI RCM can really affect your compensation.



Reduce Practice Costs



Our FREE smartphone application for RCM Clients allows you to check both patient demographic and clinical information.

You can also check appointment and rounds information. If you use our FREE EMR you can view patient notes on your phone.

Other vendors charge up to \$200/month/user for mobile remote charge capture products. But it's free to you if use the RCM program, another big saving with STI RCM.

With our Remote Charge Capture ability, you avoid lost notes or forgotten charges and use your smartphone to send that information to us for faster billing.



More Money In Your Pocket



Many practices are 'out-of-the-loop' with technology requirements like EMR "Direct Messaging" that affects their ability to send and receive electronic messages and referrals to and from other physicians.

Not participating in Medicare programs like "Direct Messaging" can mean less referrals to your practice and lost revenue. If your EMR can't accept "Direct Messages" or ePrescribe you are out-of-the-loop and eventually your practice will suffer.

Let us show you how STI can help and increase your revenue at the same time!

Stay "In the Loop" with other physicians with STI RCM.



Reduce Practice Costs



In many small practices people do more than one job, so the biller is also answering patient questions, which takes time away from insurance follow-up.

The average wait time in the insurance queue is 15 minutes although some practices have reported wait times over 4 hours before speaking with someone.

Once you get to talk with someone at the insurance company, some restrict how many patients you can discuss. Often staff are required to call back after discussing only 3 claims.

Here's Why We Can Do A Better Job and
Collect More Money Than You Can



More Money In Your Pocket



Busy people pick their fights. So they may not be calling every rejected or lost claim. Maybe claims over \$50 get called first and they never get to the smaller ones. Great if you're an insurance company, but 100 \$25 claims is \$2,500 and that's not good for you.

Interruptions pull people away from the phone, so not all the outstanding claims get a follow-up phone call.

It's easier to write off a small claim than to chase it, so insurance claims to the secondary carriers are often ignored.

Here's Why We Can Do A Better Job and
Collect More Money Than You Can



More Money In Your Pocket



We have people who are dedicated to calling insurance companies about your claims.

We understand that some insurance companies under pay for certain procedures, and small insurance amounts add up to large monthly collections.

Our people understand medical billing and have the advantage of working with many clients so we can compare payments for similar procedures.

Here's Why We Can Do A Better Job and
Collect More Money Than You Can



It's the Quality of Life — not just about money.



Whatever the reason you became a physician, most likely it wasn't just to pay office expenses and make payroll. With STI you can run a more modern, organized practice with the latest technology, adhere to Medicare requirements, and have more time for patients.

Wouldn't you prefer to concentrate on the patient/physician encounter and be less involved in the back-office processes of regulation, billing, and collecting? RCM is about how to use your people more productively on items that matter, and not needing to add additional staff because they cannot keep up with the workload.

Here's Why We Can Do A Better Job and
Collect More Money Than You Can



It's the Quality of Life — not just about money.



There is a concept about the quality of work. Sitting on hold for 30 minutes on an insurance payer phone line is unsatisfying, low-quality work. Helping a patient solve a medical problem or the practice to maintain a professional image is high-quality work that is less stressful and more satisfying.

Quality of life considerations can mean that not only is everyone more satisfied doing higher quality work by concentrating on important patient and practice issues, but practice revenue can increase as well because insurance and patient claims are consistently monitored by a professional RCM organization.

Here's Why We Can Do A Better Job and
Collect More Money Than You Can



Reduce Practice Costs



Our FREE Practice Management and EMR software includes cloud access, installation, program updates, secure data back-up, and 24-7 cloud monitoring with HIPPA security.

Practices pay as much as \$600/month per physician for these services from vendors, but they are free to you if you use the STI RCM program. That's a large cost reduction to any medical practice.

We also offer Internet installation and computer equipment and repair at an additional charge.

STI RCM provides Free Practice Management and EMR cloud-based software to increase your productivity.



More Money In Your Pocket



\$5,188

Amount saved from reduced costs
in a year

\$81,156 per year

Increased Annual Income

\$86,344/year

Additional money to the Physician
after paying RCM fees

Here's what we did for one practice.



Schedule a 10-minute Telephone Conversation

Call Joe Cerra at 610-608-0173 or email
jcerra@sticomputer.com to schedule
a 10-minute telephone conversation.

PRSRT STD
US Postage
PAID
Bellmawr, NJ
Permit No 247



For information about the
STI RCM Program
use your smartphone here
or access our web page below.

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