



Is Inefficient Revenue Cycle Management Clogging Your Cash Flow?

Excessive paper handling, and complex coding and billing processes cause backlogs and denials, preventing cash from coming in your door. Our award-winning ProMed Series was developed from understanding these issues and from working with our healthcare customers to overcome them. ProMed's revenue cycle management solutions integrate people, processes, and technology to collapse time, distance, and costs.

Differentiators...

- Microsoft Gold Certified, ISV Managed Partner
- 24x7 support availability
- Decades of experience in integrating process and content management technologies into enterprise operational and developmental architectures
- 2008 TAWPI Award finalist for "Innovative Solution of the Year"
- 2008 "Top Kodak Reseller in Healthcare"
- 2006 Channel Connection Award for "Innovative Healthcare Installation"
- 2005 Kofax Award for "Best Competitive Replacement"
- Solutions offered as hosted applications via our servers, or installed at your site

"The ProMed system BizTech implemented here at Cooley Dickinson Hospital has reduced the paper handling requirements for coders by nearly 90%, contributing to a 50% to 60% reduction in the time it takes to complete the entire coding process.

We eliminated our coding backlog without hiring additional personnel. ProMed has helped to improve our cash flow by enabling us to expedite billing, get money in the door faster, and reduce the number of days claims sit in accounts receivable."

~ HIM Director at Cooley Dickinson Hospital

How do we do it?

At BizTech Healthcare Solutions Inc., we analyze your revenue cycle processes to identify bottlenecks and inefficiencies. Using business process modeling tools, we map alternative solutions for improving your cash flow, while preserving your investment in existing systems.

We determine the customization and integration requirements, and employ the appropriate **ProMed Series applications:**

- Patient Registration Scanning
- Medical Records Scanning
- EOB Scanning & Processing
- Positive Patient Identification
- Release of Information
- Charge Entry, Coding & Abstracting
- Chart Deficiency & Analysis
- Verbal Order Processing
- Document Management & Workflow
- HL7 Connector

In addition to being implemented at your site, many of these solutions can be hosted on our servers, with NO capital expenditure and with minimal operating expense. This enables you to run your business while leaving the support and maintenance work to us!

We keep the learning curve short, and maximize user acceptance by utilizing our proven change management methodology to plan, communicate, train, and follow-up with system users throughout the implementation process and beyond.

Why choose BizTech Healthcare?

- Our customers realize measurable improvements in their revenue cycles, and have presented their success stories at industry forums.
- Experienced and industry-certified healthcare professionals are on our staff, bringing real world focus and expertise to our solutions.
- BizTech is a member of leading healthcare professional associations including HIMSS, national and regional AHIMA, HFMA, and MUSE (Medical Users Software Exchange).
- We partner with the best hardware and software manufacturers in the industry to provide our customers with the right solutions for their environment.

About ProMed Series

"BizTech has identified areas of the revenue cycle that are paper and process intensive. The ProMed application suite is designed to automate those processes. The results we have seen with our existing customers have been extraordinary and include increasing cash flow, elimination of coding backlog and reduction in claim denials."

~ Bryan Donovan, Sales & Marketing Manager

Process automation applications improve efficiency by:

- ⇒ Eliminating repetitive tasks and by cutting keystrokes.
- ⇒ Eliminating batch processing of data between systems, and by allowing for real-time charge entry, for example, into a HIS and encoder.
- ⇒ Delivering data from multiple systems into one highly friendly user interface, so there is no need to have multiple windows, for example: HIS, encoder, and document imaging viewer.
- ⇒ Managing and organizing work routines, using a work queue to deliver the package of data to users. This allows for intelligent work distribution.
- ⇒ Providing a reporting database which allows individual as well as group productivity monitoring.

Process automation applications provide:

- ⇒ Improved cash flow
- ⇒ Increased productivity
- ⇒ Reduced operating cost
- ⇒ Reduced errors and re-work
- ⇒ Improved process management and productivity reporting
- ⇒ Eased staffing headaches
- ⇒ Concurrent processing
- ⇒ Real-time feedback from various hospital information systems

Lab Order Coding @ Cooley Dickinson Hospital: ProMed for Coding solution integrates the hospital's existing document management system with its QuadraMed Affinity HIS, cutting the time required to code a record by 50% which has increased cash flow to the hospital.

ED Coding @ Berkshire Health Systems: ProMed for ED Coding provides one user interface for the coders; linking data from Meditech, images in Valco and records within 3M. It delivers all the info the coders require to complete the coding process, while eliminating the backend batch processing of data between Meditech and 3M.

Patient Registration Scanning @ Cooley Dickinson Hospital: ProMed Patient Registration Scanning provides patient document scanning at registration without any additional data entry. This process streamlines registration by eliminating the photocopying of patient documents and providing the framework to standardize the capture of patient data during registration.

Core Skills & Experience

BizTech Solutions' technical staff maintains key industry certifications, such as Microsoft Solutions Developer, DBA, Applications Developer, Systems Engineer and Systems Administrator.

Our Business Analysts possess over 100 years of combined experience spanning an array of industries, government and education. They hold certifications in Small Business Manager Financials, Business Intelligence, Document Integration Architecture, and Integrated Portal Technologies.. They are also trained in Change Management and Business Process Discovery methodologies.

We are experts in the design, integration and support of enterprise and departmental solutions incorporating imaging, content management, compliance, ERP, and Line of Business applications.

We are a Certified Tier-1, field-managed **Microsoft Gold Partner and ISV Managed Partner**, with offices throughout the United States.

What does Microsoft Gold mean to you...

We are certified by Microsoft in the following competencies: Data Management Solutions, Networking Infrastructure Solutions, Custom Development, Business Process & Integration Solutions, Information Worker, and Advanced Infrastructure Solutions. To achieve each competency, we have built, developed and supported a minimum of three successful solutions each calendar year, and our customers have provided reference verification to Microsoft.

We have earned a Business Solutions competency, specializing in SharePoint and the Microsoft Dynamics CRM product. In addition, we are a Web Application development specialist, having demonstrated excellence in developing applications that operate over the Internet, Extranets and Intranets.

- Premier partnership levels with industry leading product manufacturers such as Kofax, Open Text, Fujitsu, and Kodak; with technical certification to build and support workflow, content management, collaboration, capture, access, and storage solutions.
- Standardized life cycle development methods to help analyze, design, build, test and deploy your solution.
- Formal business process re-engineering methods to discover, define and design process solutions.
- Change management methods to support the implementation and acceptance of new systems and processes.