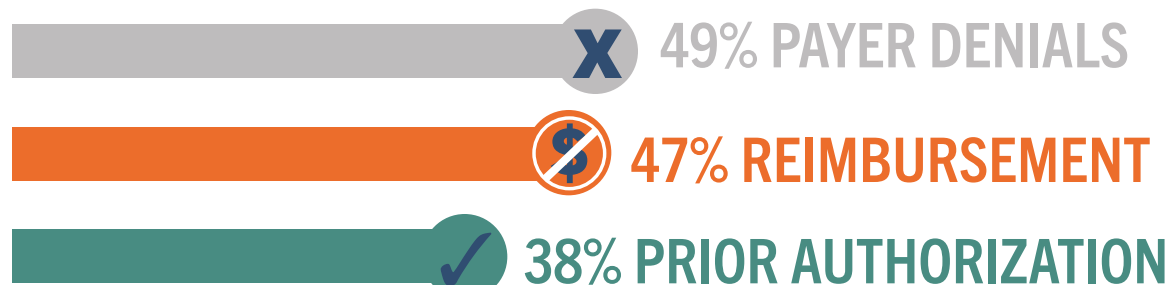


Most of the nation's hospital and acute-care facility leaders BELIEVE revenue cycle solutions are optimized for coding and audits. **YET ONLY 1/3** believe diagnosis-related group (DRG) optimization is a solved problem.

That's according to a recent HIMSS Media survey on healthcare organization management attitudes toward revenue cycle management.*

Here's what's on their minds:

3 BIGGEST
REVENUE CYCLE
CHALLENGES



BARRIERS TO BETTER REVENUE INTEGRITY

51%
Department and data source silos



47%
Finding qualified staff



56% small/mid-sized hospitals
vs.
36% large hospitals

44%
Integrating multiple revenue cycle tools/solutions



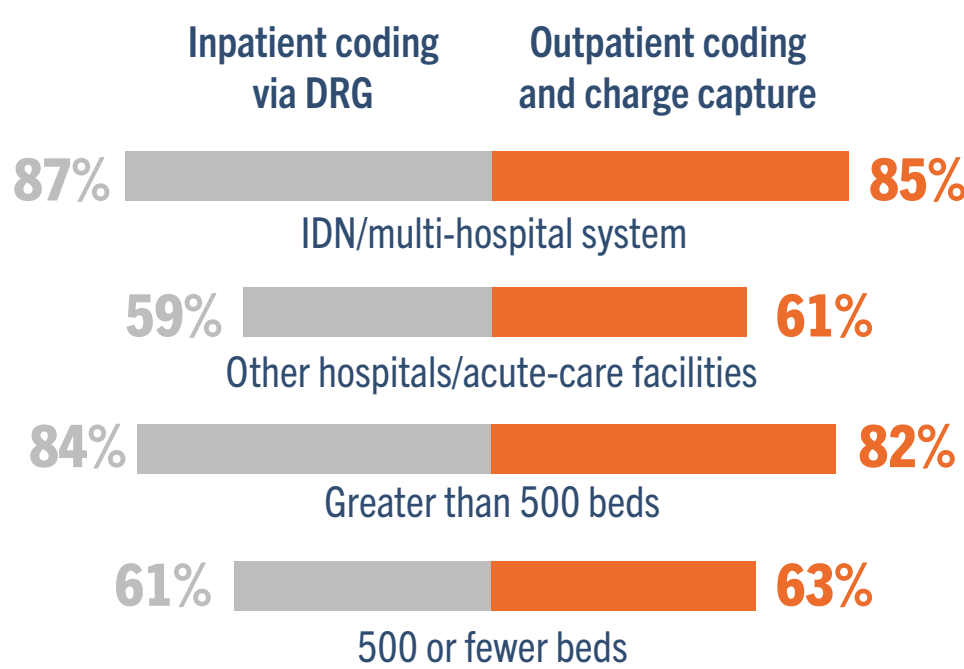
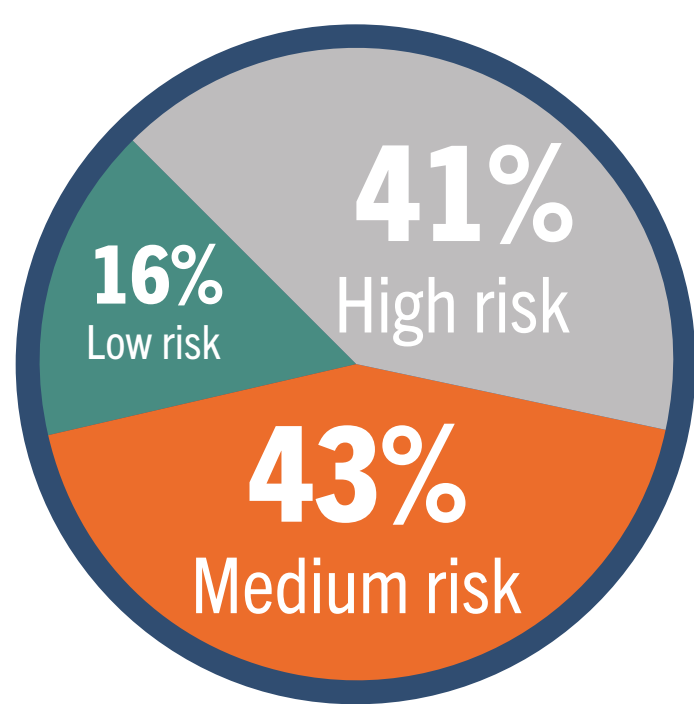
56% large hospitals
vs.
35% small/mid-sized

THE STAGE WHERE REVENUE IS MOST AT RISK

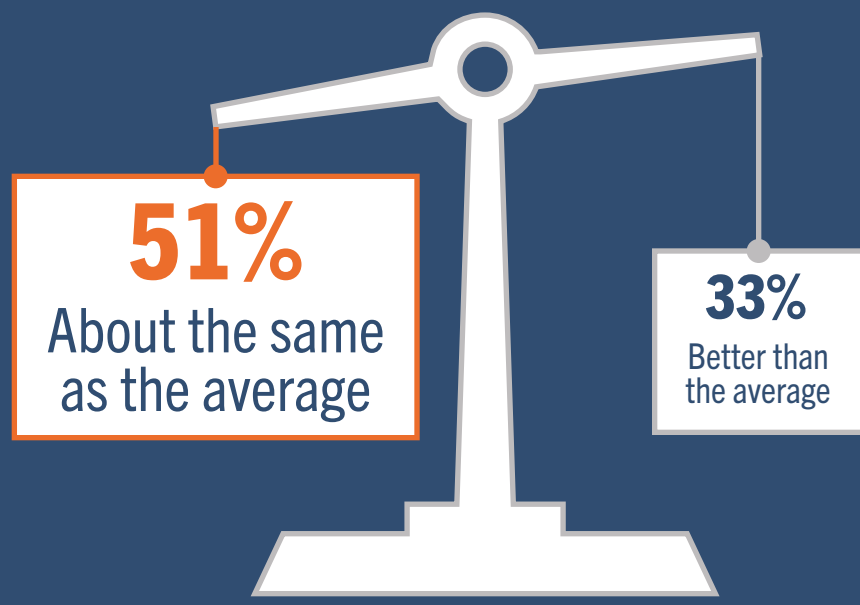
Clinical documentation and coding

Yet the majority say "YES"

Their revenue cycle management solutions are optimized for:



THEIR INPATIENT CODING ACCURACY MEETS OR EXCEEDS 61% INDUSTRY AVERAGE**



Yet only **32%** believe DRG optimization is a solved problem

WHAT STANDS IN THE WAY OF ADOPTING NEW SOLUTIONS?

49%
Budget

48%
Proving return on investment

45%
Competing projects

BUT HOSPITALS AND ACUTE-CARE FACILITIES ARE MOVING FORWARD

47% have established a revenue integrity program with 3/4 noting positive impact on:

- Net collections
- Gross revenue capture
- Reduced compliance risk

Protect and recover more of your hospital's revenue. Learn more at Besler.com



Smart about revenue. Tenacious about results.

BESLER combines best-in-class healthcare finance expertise with proprietary technology to help hospitals improve revenue integrity. Our dedicated service team pinpoints opportunities to optimize DRGs, enhancing revenue capture while lowering compliance risks. Over the last thirty years, our revenue recovery and reimbursement solutions have delivered more than \$2 billion of additional revenue to hundreds of hospitals across the United States. For more information, visit www.besler.com/ri.

*Insights into Revenue Cycle Management, HIMSS Media Research Report, sponsored by Besler, October 2018. This survey was conducted online among 102 qualified hospital and acute-care facility respondents employed in finance, revenue cycle, reimbursement and HIM roles. Besler was not identified as the sponsor.
**The 61% ICD-10 CM/PCS accuracy benchmark is provided by the 2017 Coding Contest, published by the American Health Information Management Association.