

## Doubled Revenue in 8 Months: Spectrum Healthcare's RCM Transformation Story

This case study explores how Coronis Health partnered with Spectrum Medical Partners, a complex hospitalist group, to significantly improve their revenue and reduce claim rejections.

### The Problem:

- **Multi-Payer Billing:** Navigating acute and post-acute care billing across various insurance providers.
- **Contract Optimization:** Resolving difficulties within existing contracts to maximize reimbursements.
- **Accurate Coding:** Ensuring proper coding practices to minimize claim denials.
- **Integrated Systems:** Streamlining data flow and billing efficiency through compatible PMS and EHR systems.
- **Backlog Recovery:** Addressing past RCM failures and recovering the backlog of uncollected revenue.



graft billing in 2023.

- **Recovered Lost Revenue:** AR cleanup efforts helped Spectrum recover a substantial portion of lost revenue from previously backlogged claims.

### The Solution:

- **Rapid Assessment:** Team deployed within 72 hours to analyze problems.
- **Expert Solutions:** Implemented new PMS & clearinghouse for efficiency.
- **Revenue Recovery:** Corrected coding, renegotiated contracts, and addressed backlog.
- **Stronger Partnership:** Collaborative meetings & continuous improvement plans ensured long-term success.

### Key Takeaways:

- **Dedicated RCM Expertise:** Partnering with an RCM company equipped to handle complex billing scenarios.
- **Comprehensive Analysis:** Identifying the root cause of problems to prevent recurring issues.
- **System Improvements:** Investing in the right technology infrastructure to support efficient billing.
- **Collaborative Partnership:** Working closely with clients to achieve shared goals.

### The Results:

- **Revenue Doubled:** Spectrum saw a 100% increase in net revenue within 8 months.
- **Fewer Claim Rejections:** Improved coding and payer mapping significantly reduced claim denials.
- **\$1.25M for Skin Grafts:** Coronis helped capture an additional \$1.25 million specifically from skin

### Contact Us:

- **833.240.2493**  
Call Us
- **CoronisHealth.com**  
Visit Our Website
- **sales@coronishealth.com**  
Email Us