



*Tap into our expertise to realize your vision, maximize your efficiency and boost your revenue.*

As a recognized leader in the business of medical and radiation oncology, Revenue Cycle Inc. is a full service oncology consulting firm. Our team of consultants has an average of 17 years operational, clinical and business expertise in the industry. With extensive experience in all oncology settings, we can help you identify practical ways to streamline reimbursement, cut operational costs, maintain compliance with federal regulations and improve profitability.

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### *Custom Billing, Coding and Compliance Reviews*

With operational and clinical expertise in radiation and medical oncology, Revenue Cycle Inc.'s team delivers consulting services tailored for your comprehensive medical record reviews and compliance goals.

Our clinically trained team has a detailed understanding of the step-by-step workflows within an oncology practice and is able to recommend workflow efficiencies that mesh with billing and documentation compliance. Armed with experience in hospital-based and physician office-based settings, we can assess your documentation processes, charge capture and billing accuracies and design solutions customized for your practice.

#### *Our billing, coding and compliance reviews incorporate:*

- Reviews of medical records encompassing the full course of treatment and supporting documentation
- Immediate, on-site feedback on medical record review findings, followed by relevant training of cancer center staff
- Guidelines published by Medicare and other authoritative sources to determine appropriate medical record content and correct coding for each patient procedure
- Promotion and education of best practices to promote accuracy and efficiency while achieving compliance goals
- Evaluation of diagnosis coding, modifier application, procedure coding and completion of claim forms
- Detailed formal report of findings and recommendations for corrective actions, which serve as a complement to internal compliance plans
- Identification of errors, omissions or opportunities for improvement related to registration, code capture, EHR usage, reporting or interface and claims submission



## Remote Consulting Solutions

Are your staff and budget at capacity? Is there no time to verify your captured charges are correct? Do you struggle to stay current on new rules and to complete those all-consuming, meticulous compliance reviews?

You have so many details to oversee and not enough time or staff. Yet paying attention to every aspect of your oncology facility is critical to its financial health. That's where Revenue Cycle Inc. can help. Our off-site consulting solutions enable us to work remotely with your existing staff to amplify your efficiency and ensure your compliance while saving you the expense of additional employees.

Our remote code review solution provides you with a daily review of charge capture and supporting documentation. We begin with an initial on-site visit to set up the remote process. During this visit, our team will assess your current processes, refining them to ensure charge capture is performed based on payer guidelines and OIG compliance standards. We'll establish daily export and reporting processes to coincide with your electronic medical records and associated billing systems. Our team will follow up with training for your staff to ensure their complete understanding of charge capture and compliance.

Once this process is set up, we will conduct a daily review of your charge capture and supporting documentation prior to submission.

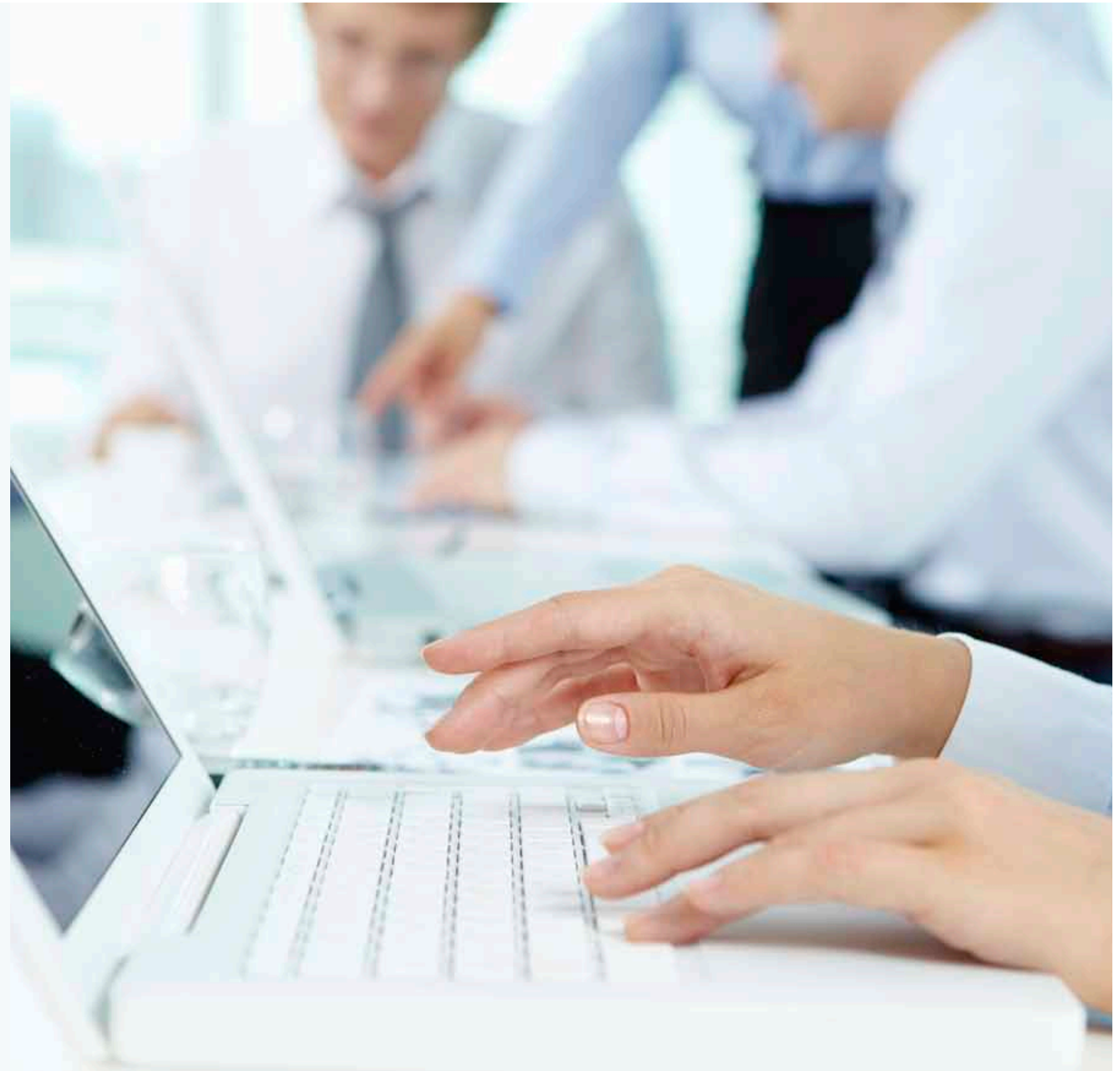
### ***Our remote code review solutions include:***

- Identifying and correcting coding errors and omissions
- Communicating and tracking errors to identify issues and educate staff
- Confirming accurate diagnosis coding
- Assistance with compiling supporting documentation at payer request
- Application of modifiers
- Supporting implementation of new service lines and modifications due to changes in payer and authoritative guidance requirements
- Confirming account numbers
- Verifying payer documentation requirements, including medical necessity and orders

### ***In addition, we offer these customized consulting services:***

- Web-based coding, documentation and compliance training tailored specifically to your facility's location and needs
- Remote medical record reviews via your Electronic Health Record (EHR)

You have enough to manage. Let us provide you with the peace of mind that comes with knowing your charges are accurate and in accordance with CMS and payer guidelines.







### Revenue Cycle Management Solutions

Revenue Cycle Inc. offers process improvement solutions dedicated to helping clients fine-tune all stages of their revenue cycle. From front and back office operations, education or implementation of highly efficient revenue-capturing processes, our team is able to customize our approach based on your organizational needs.

The primary goal of an efficient, productive revenue cycle is a smooth and seamless transition through each stage of the process. On average, Revenue Cycle Inc.'s complete process improvement takes approximately four to eighteen months to execute. The duration may vary, however, based on your staff's capabilities, level of participation and size of your organization and/or system.

***With hands-on experience in hospital, physician office and multi-specialty group practices, our process improvement team will review and assess your current program and execute process improvement solutions using these key areas:***

- Staffing allocation per job duty
- Staff competency
- Interviewing and training of staff
- Process review
- Credentialing/contracting
- Fee schedules/charge master
- Insurance verification/authorization
- Financial counseling
- Charge entry, claim submission
- Payment posting
- Denial management
- Accounts receivable
- Patient responsibility/statements
- Month-end close and reporting

While our program addresses every phase of the revenue cycle, our experts can tackle specific functions that you may have already identified. We aim to educate and bring staff performance up to best practice standards to produce your desired outcome.

And our guidance doesn't end when the program is completed. The Revenue Cycle Inc. consulting team can make annual return visits to help your office incorporate rule changes, new service lines and documentation processes or help ease staff transitions.



## Client Resource Center

Tap into unlimited access to our experts. With the click of a button you will find the latest oncology industry news and resources any time you need them.

Through the Revenue Cycle Inc. Client Resource Center, we are available for you and your staff, providing timely and accurate answers to your billing and coding questions. In addition, you have unlimited access to your specific payer policies, oncology updates, regulatory alerts, documentation guidelines and our oncology-specific webinars.

### The Client Resource Center provides:

- A Q&A Forum that delivers prompt answers to your questions from a Revenue Cycle Inc. oncology expert and is visible only to you and your staff
  - Each question and thread of subsequent comments are maintained as separate items
  - Questions and advice are saved and available for future reference and can be reviewed by anyone on your account
  - Our convenient search feature allows for easy reference to previously posted questions
  - 24/7 online access is provided to unlimited users for the client, including physicians and clinical staff as well as management and compliance officers
- A message center for breaking oncology-related news and helpful tips
- Educational webinars that keep you informed about documentation, charge capture and billing
- Client support via the secure portal where you can view, download and print your consulting reports and other helpful customized information
- A secure multi-user, web-based system that lets you create and manage employee access
- Annual utilization reports to identify which staff members are using the Client Resource Center and how they are using it
- Up-to-date oncology resources and helpful industry articles located in one convenient place, ready for you to download

The Revenue Cycle Inc. Client Resource Center provides unlimited online access to our oncology consultants for quick and reliable answers to your oncology related questions.



### *Training and Education*

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Revenue Cycle Inc. experts can provide on-site and web-based training and education for your staff. Our specialized oncology consultants educate clinical and business office staff, coders and physicians in acceptable documentation, accurate coding, billing and compliance.

***Revenue Cycle Inc.'s instruction raises your office performance level by integrating a range of services including:***

- Detailed instruction regarding coding and documentation to ensure medical record accuracy and compliance
- Identification and use of applicable payer rules and guidelines for your location, facility type, specific technologies and/or drug regimens
- Expertise in current EHR system tools and usage that can be applied to promote efficiencies and compliance
- Sample documentation to assist you in developing compliant medical records
- Clinical examples that illustrate correct coding, plus dialogue regarding common coding errors
- Discussion regarding current departmental and practice processes and subsequent recommendations
- References, recommended resources and authoritative guidance provided in presentation materials

Revenue Cycle Inc. can effectively deliver training, guidance and recommendations to you and your staff with the goal of integrating compliance with performance and efficiency.





## Corporate Consulting

Advancements in technology demand that you stay on top of reimbursement trends and implement a strategic plan for following them. Each member of our Revenue Cycle Inc. corporate consulting team is an expert in medical and radiation oncology services and can serve as an extension of your marketing and sales group.

**We are responsive.** We know your time is valuable and responses to billing and coding questions are important. Revenue Cycle Inc. consultants provide timely and accurate responses to you and your clients' coding and reimbursement questions.

**We know the state of the art.** Revenue Cycle Inc. consultants stay on top of new and trending service lines by reviewing technology. We integrate coding, billing and payer regulations into new technology assessments to assist corporate consulting clients and their customers.

**We keep you informed.** Revenue Cycle Inc. provides written regulatory summation updates pertinent to changes in Current Procedural Terminology (CPT®) and Healthcare Common Procedure Coding System (HCPCS) codes as well as the changes in reimbursement for those codes related to oncology from the Centers for Medicare & Medicaid Services (CMS), Hospital Outpatient Prospective Payment System (HOPPS) and Medicare Physician Fee Schedule (MPFS).

### *Revenue Cycle Inc. can boost your operations with services including:*

- Regulatory summaries of the Medicare Proposed and Final Rules to assist in understanding coding and billing updates
- Customized reimbursement proformas and return on investment models, including applicable coding, location-specific payment rates, payer mix, patient cases, expenses, and financial statements to assist in selling new and established technology
- Review and analysis of customers' fee schedules/charge master, including a comparison to Medicare
- Production of customer coding and reimbursement guides based on your service lines
- Strategy for utilization of new coding for current and/or new technology
- Company education programs, including instruction for sales and marketing staff on coding and reimbursement
- Educational webinars that provide coding and documentation guidelines for your products
- Payer Local Coverage Determination (LCD) updates that enable you to apprise clients of the latest LCD changes
- Customer site visits for face-to-face discussion on reimbursement, coding and sales issues
- Historical payment and trend analysis



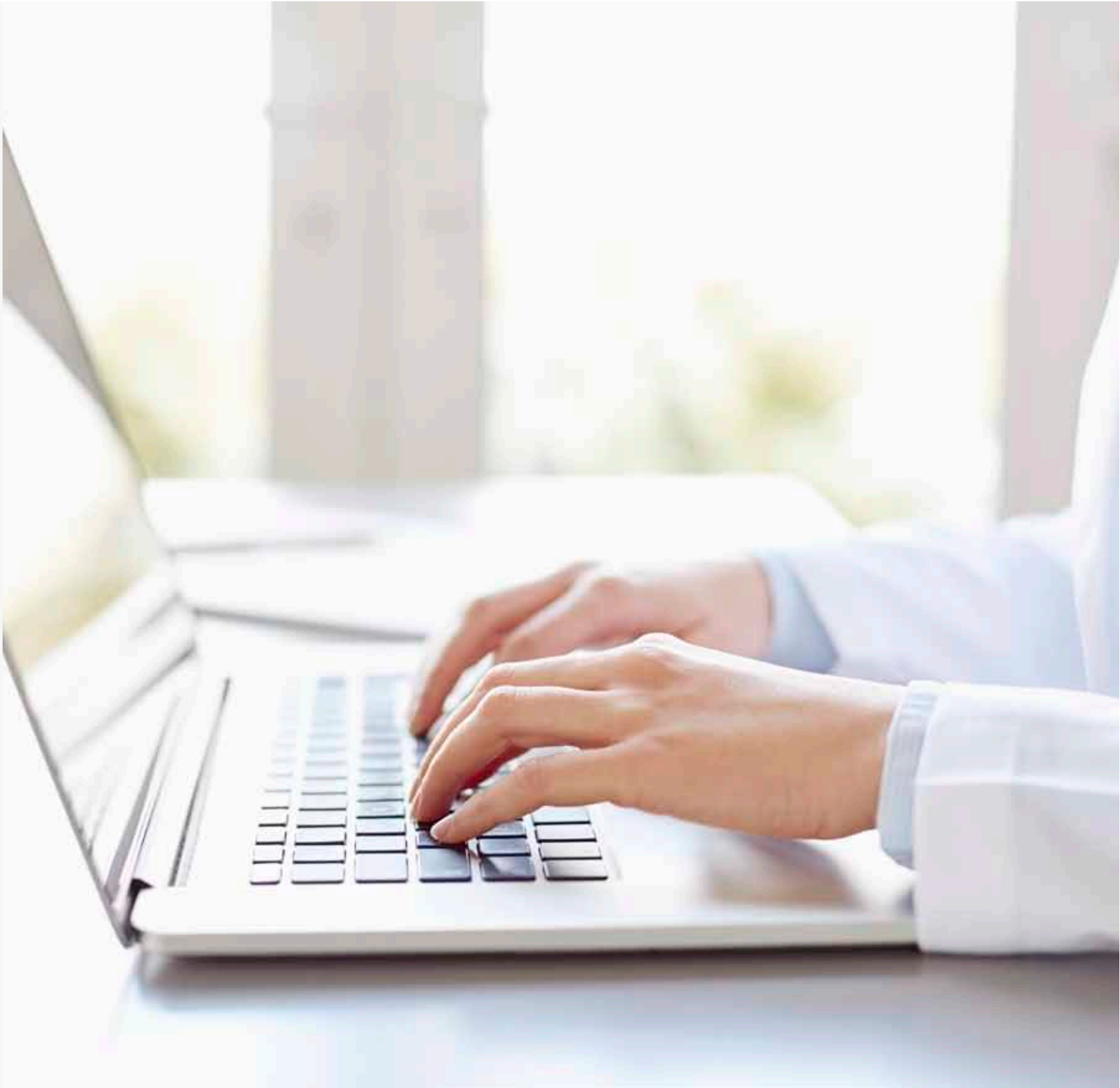
**Electronic Health Record (EHR)**  
**Analysis and Solutions**

Let Revenue Cycle Inc. help you tap into your oncology EHR’s fullest potential while streamlining workflows and promoting compliance, coding accuracy and efficiency. Our team will evaluate your current usage or help you implement a more efficient oncology EHR. We’ll focus on compliance while optimizing the features and benefits available in the most up-to-date systems.

**Well-versed in current oncology EHR systems, Revenue Cycle Inc.’s consultants:**

- Capitalize on available system tools and staff aptitude to best sharpen an individual practice
- Assist in developing processes to connect with other EHRs
- Design and customize your system and database to promote documentation compliance, coding accuracy and workflow efficiency
- Customize documents to incorporate your process of care specific to local payer guidelines as well as national authoritative guidelines
- Educate physicians and staff, focusing on compliant timelines along with the importance of complete, accurate medical record documentation supporting payer requirements
- Review and customize the procedure code database and associated scheduled encounters to prompt accurate code capture per department while leveraging the capabilities of the system
- Train and implement staff to use available system tools, reports and functionality to increase accuracy and efficiency
- Train and guide staff on the implementation of a comprehensive code review process using the system functionality

Revenue Cycle Inc. is able to work in tandem with your oncology vendors to combine EHR functionality while providing billing and documentation support. This collaboration provides opportunity for potential growth and development, heightens awareness of reimbursement opportunities related to vendors’ product lines and promotes accuracy, efficiency, staff satisfaction and compliance.





### Seminars and Webinars

Revenue Cycle Inc. has a massive reservoir of radiation and medical oncology reimbursement and business office processes expertise and shares it via in-person seminars and online webinars. Scores of oncology-related professionals have attended our workshops to stay up-to-date on the latest in oncology news.

In our seminars presented across the U.S., both clinical and non-clinical personnel can benefit from courses that range from fee structures, documentation, coding, reimbursement, Medicare compliance and business operations.

Not only do attendees of Revenue Cycle Inc. seminars receive invaluable industry-best news and training, they are also eligible to receive Continuing Education (CEs), depending on the course. We offer Continuing Education for ASRT, MDCB, and AAPC.

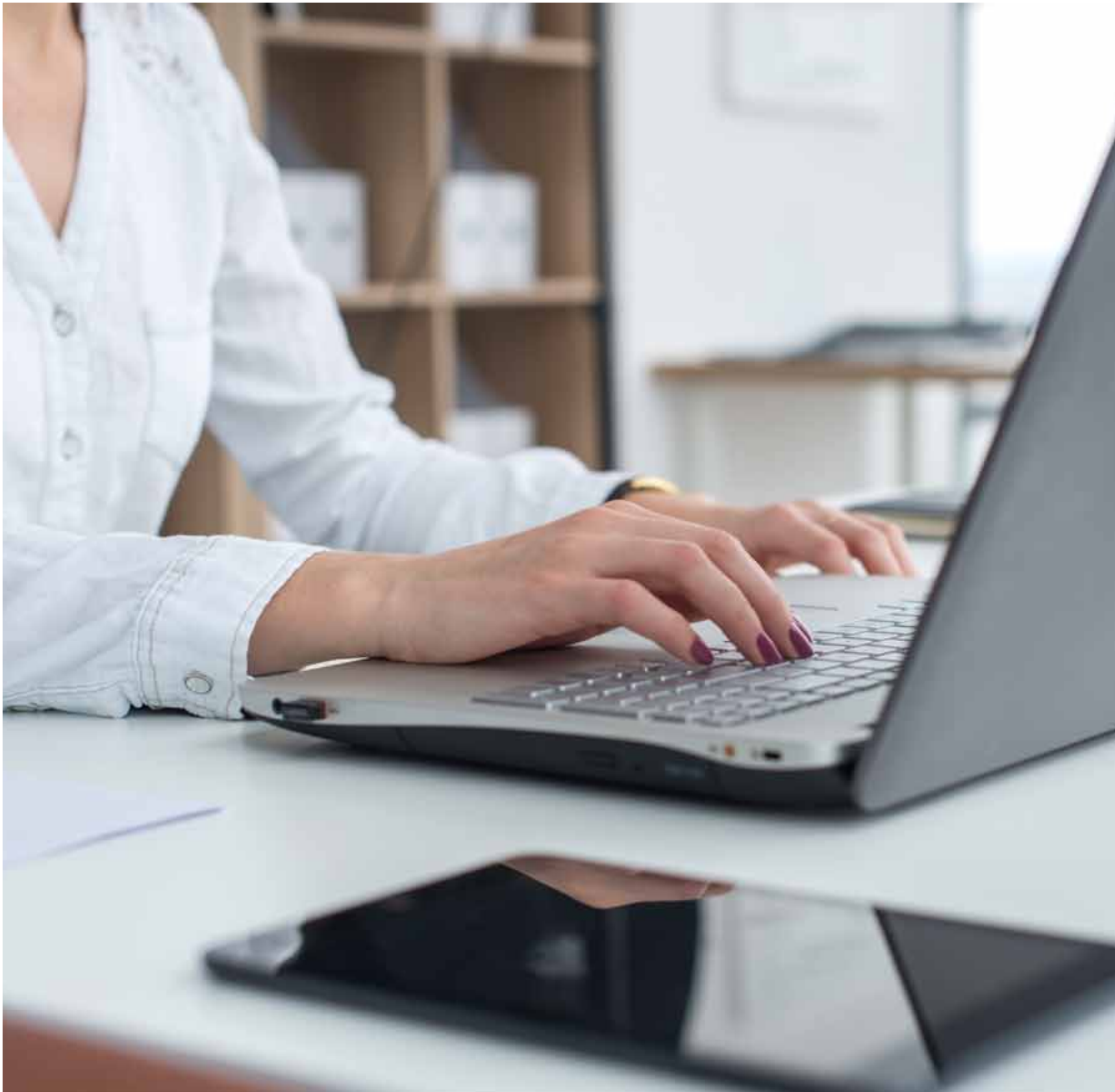
**Online Training for Medical and Radiation Oncology Practices**  
Access our experts without leaving your desk. Revenue Cycle Inc. offers a series of both live and on demand webinars designed to help you learn the latest news in medical and radiation oncology and navigate your way through the maze of reimbursement. As clinically trained staff, we understand the intricacies of medical and radiation oncology and want to ensure that you are correctly documenting and coding processes and procedures while maintaining compliance. Join our experts for a series of informative webinars that provide answers to the issues that you face every day in the fast-changing world of oncology.

### CROWN® Seminar Series

In affiliation with Coding Strategies, Revenue Cycle is pleased to present the following CROWN® Seminar Series. This distinguished CROWN® Seminar Series is an annual event designed to prepare you for the changes, updates and challenges in the year ahead and presents a valuable opportunity to exchange new ideas and experiences with industry experts and peers. Each session includes a full day of training on the latest coding and regulatory changes. Attendees also receive a corresponding Navigator® Reference Guide (up to a \$289 value).

Early registration and multi-session discounts are available. To learn more about seminar dates, location and to register, please visit [www.codingstrategies.com/crown-seminar-series](http://www.codingstrategies.com/crown-seminar-series).





### Online Training

Through our affiliation with Coding Strategies Inc. you now have access to more than 70 online learning courses. Online courses provide learning opportunities that save you time and money. Create your own customized training plan from an extensive offering of self-paced courses including:

- **Radiation Oncology Curriculum:** A collection of 8 online courses that cover all aspects of procedure and diagnosis coding for radiation therapy services.
  - o RO1H or RO1P: Patient Visits – Hospital or Physician
  - o RO2: ICD-10-CM Fundamentals for Radiation Oncology
  - o RO3: External Beam Radiation Therapy
  - o RO4: Intensity Modulated Radiotherapy (IMRT)
  - o RO5: Stereotactic Radiation Therapy
  - o RO6: Brachytherapy
  - o RO7: Radiopharmaceutical Procedures
  - o RO8: Nuclear Medicine

- **Infusions and Injections:** A standalone learning course which covers complex coding guidelines for chemotherapy and non-chemotherapy infusions, injections, and related services.

Each course explains procedure techniques, coding guidelines, modifier use, coverage issues, and reimbursement considerations. Learn from examples, case studies and multiple-choice exercises to improve comprehension and retention. At the end of each course there is a multiple-choice assessment to test the learner's knowledge of the material.

CEUs available. Learn more at [www.training.codingstrategies.com](http://www.training.codingstrategies.com)

## Coding and Compliance Resources

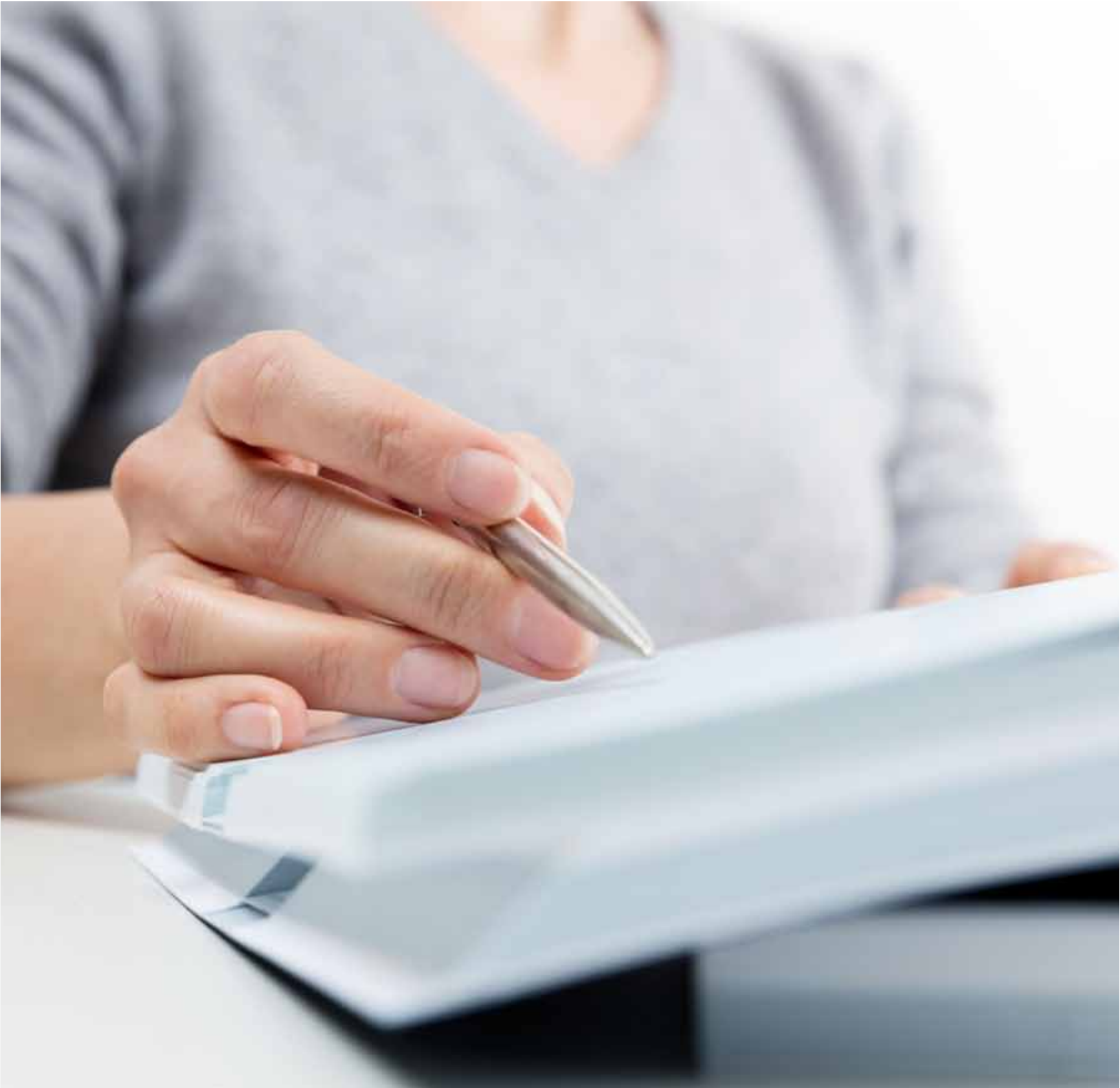
Revenue Cycle Inc., in partnership with Coding Strategies, Inc., offers a broad array of coding resources and tools, in a variety of formats, to accommodate all audiences and learning styles.

### Navigator® Reference Guides

Year after year, reimbursement professionals, like you, trust these references for comprehensive information about coding and billing for oncology services. Each manual includes clear explanations of procedure techniques, billing guidelines, documentation requirements, and compliance issues. Titles include:

- *Navigator for Radiation Oncology* - This industry-leading reference manual is one of Coding Strategies' most popular products. It provides comprehensive information about coding for radiation oncology services and is a must-have if you work in a radiation oncology practice, cancer center, or hospital radiation therapy department
- *Navigator for Medical Oncology, Hematology and Infusion Centers* - Your comprehensive guide to coding medical oncology, hematology, and infusion services. Each chapter discusses documentation requirements, coding guidelines, bundling rules, compliance issues, and coverage restrictions. Topics include chemo and non-chemo drug administration, transfusion, bone marrow services, billing for drugs, and much more
- *Navigator for Radiation Oncology Billing Compliance* - This comprehensive and easy-to-use reference guide is indispensable for compliance officers, administrators, billing managers, and anyone else involved in billing compliance for radiation oncology services. Topics include such problem areas as date of service, physician supervision, bundling, and much more
- *Navigator for Brachytherapy* – Get a closer look at this extraordinary and highly technical area in radiation oncology
- *Navigator for Oncology Diagnosis Coding with ICD-10-CM* - This Navigator first walks you through the basics of ICD-10-CM, including code format, conventions, and coding guidelines, and then addresses code selection for oncology-specific conditions and services, including neoplasms, complications of cancer, and complications of care
- And more

These educational resources are designed for medical specialty coding and compliance and provide practical know-how for those areas that are among the most difficult to code. Learn more at [www.training.codingstrategies.com](http://www.training.codingstrategies.com)







## **Medical and Radiation Oncology Billing and Collections Solutions**

Proper and efficient oncology billing, coding and collections are vital to a successful oncology practice. As an affiliate of Revenue Cycle Inc., RC Billing provides a professional team of clinically-knowledgeable managers and back-office staff to ensure prompt and precise processing of your radiation and medical oncology claims.

RC Billing works with a range of sizes and structures to create a unique billing platform for your oncology practice. Our team has experience with all types of providers and facilities including:

- Individual physician practices
- Group practices
- Provider-based physician billing
- Hospital-based physician practices

### **Billing and collection services include:**

- Data entry
- Submission of claims
- Line item payment posting
- Claim error identification
- Appeal and timely follow-up
- Custom reporting
- Expert management of accounts receivables
- Patient statements
- Adjudication for all benefits
- Utilization review reports
- Explanation of benefits review
- Credentialing and contracting
- On-site or remote documentation to coding reviews

### **RC Billing puts vital information at your fingertips.**

Using the latest technology in the medical billing industry, your data is secure and accessible. For all communication services, we use a VPN for enhanced data security and reliability.

To learn more about the many ways RC Billing can advance the business side of your oncology practice, contact our experts today.







### *Your Expert Oncology Resource*

At Revenue Cycle Inc., our clients are the most important part of our business. That is why we offer a full range of services that can be completely customized for your specific facility or practice needs.

To learn more about the many ways we can help you, contact us at **512.583.2000** or e-mail us at **[info@revenuecycleinc.com](mailto:info@revenuecycleinc.com)**.

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[www.revenuecycleinc.com](http://www.revenuecycleinc.com)





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