

The PYA Revenue Recharge webinar series shares ways health systems and providers can identify revenue opportunities, leading to a more sustainable and visionary future for the enterprise and better healthcare for patients.

PYA is pleased to share key takeaways from the seventh Revenue Recharge webinar, “Other Net Revenue Opportunities and Recap,” held September 26, 2024.

OTHER GOVERNMENTAL REVENUE OPPORTUNITIES

PYA has compiled a list of Net Revenue Opportunities that healthcare provider organizations should consider. These include but are not limited to:

Net Revenue Opportunities

Prospective Payment System (PPS) Hospitals

- Consider **wage index** impacts
- Disproportionate Share Payment (**DSH**) and Uncompensated Care Payments (**UCCP**)
- Consider **340B** program
- **Medicare bad debts**, do not leave anything on the table

Critical Access Hospitals (CAHs)

- Optional all-inclusive “**Method II**” billing
- Annual review of **cost-to-charge ratio** calculations on cost report
- **Home office** cost statement allocations
- **Medicare bad debts**, do not leave anything on the table
- **Provider-based** rural health clinics vs. freestanding clinics
- Ensure contracts with **Medicare Advantage** organizations are cost-based reimbursed

For assistance with revenue management and strategies or any other area related to healthcare operations, strategy and transactions, or valuation, contact one of our presenters below.

Bob Paskowski
Principal

bpaskowski@pyapc.com
800-270-9629



Emily Wetsel
Director of Reimbursement Services

ewetsel@pyapc.com
800-270-9629

ADDITIONAL RESOURCE

See page 2 for a Sample Net Revenue Diagnostic Opportunities Assessment.

Sample: Net Revenue Diagnostic Opportunities Assessment

Opportunities	Not Present	In Development	Basic Capabilities	Advanced Capabilities
1. Annual Evaluation of Existing Commercial Rates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Review of Commercial Payer Contracts	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Investment in Reliable Tools/Information	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Review of Charge Description Master & Fee Schedules	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Medical Coding and Documentation Audit Resources	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Denial Management and Underpayment Process	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. Medicare Advantage Performance Tracking System	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. Value-Based Contracting Infrastructure	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. Legal Support for Payer Disputes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. Out-of-Network Strategies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>