

# The Rybar Group

## Consultants to the Healthcare Industry

### Assisting Healthcare Providers in Achieving Optimal Payment and Reimbursement Revenue

As reimbursement cuts continue, healthcare providers are in greater need of guidance to ensure that they are optimizing every opportunity available. They are in need of a strategy to assist them today as well as long term, tying to their goals. The Rybar Group strives to identify ways to escalate cash flow for healthcare providers and to identify any barriers to financial success.

#### Cost Report Strategies

The Cost Report is more than just a reporting mechanism; it is actually an important strategic tool for ensuring that facilities are receiving the reimbursement that they are entitled to. Not only will it allow providers to understand their routine and ancillary costs, it also will help in the understanding of department profitability, the margin by payer, and other financial performance perimeters for the organization.

We understand the importance that cost reports hold for healthcare entities and have spent the past three decades developing a specialized expertise that offers our clients strategic guidance and confidence that they are optimizing the opportunities it represents. Having worked with Medicare Administrative Contractors and Medicaid Auditors nationwide, we offer a record of successful negotiations and appeals including success at the Provider Reimbursement Review Board.

- Strategic Guidance for Optimization
- Prior Year Cost Report Reviews
- Home Office and Allocation Strategies
- Cost Report Preparation
- Appeal and Negotiation Assistance
- Wage Index Analysis
- Mid-Year Contractual Review
- Special Medicare Payment Designations
- Bad Debt Assessment

#### Medicaid Services

The Patient Protection and Affordable Care Act expanded the Medicaid program, requiring hospitals to focus more attention on the unique challenges related to the reimbursement, operations and compliance of this payment system. Reimbursement can be impacted in a number of different ways, both prospectively and retrospectively.

The Rybar Group works with hospitals, providing a strategic assessment of their revenue related opportunities from the state Medicaid programs and implementing processes to ensure program revenues are optimized going forward.

- Upper Payment Limit Issues
- Calculation of Uncompensated Cost of Care
- Hospital Specific Limits Review
- True Costs Identification
- State Plan Year DSH Audits
- Claims Data Review
- Settlement Analysis
- Supplemental Pool Payment Analysis

#### Disproportionate Share Hospital (DSH) Services

Medicare Disproportionate Share hospital (DSH) payments provide a vital source of revenue for hospitals providing care to low-income Americans. The regulatory complexities, intermediary issues, changing rules and ongoing reductions in government funding for this program challenges hospitals nationwide. The team at The Rybar Group brings hospitals the skill and knowledge necessary to streamline the process to determine DSH eligibility, and uncover opportunities to improve net reimbursement of federal and state DSH funding.



## Rural Health Services

Rural Health providers represent a critical resource for the health care of many communities. In today's challenging environment, where regulatory changes and industry reforms are altering the way reimbursement activities are managed, these facilities are in need of a credible resource to turn to.

Utilizing the focus of "Are you using your Rural status effectively?" our consultants work with Rural Health entities to strategically address reimbursement and payment issues.

- Critical Access Hospital Strategies
- Provider-Based Status
- Rural Health Clinics
- Financial Management Support
- Cost Allocation
- Departmental LEAN projects
- Componentized Depreciation

## Physician Services

Our Physician Services team is dedicated to the multifaceted world of professional revenue optimization, operations and compliance. With a strong passion for reimbursement, our team understands the needs of providers in all settings. Our understanding that a physician practice is unique and complex keeps us on the forefront of payment reform, OIG audits and other regulatory changes.

- Practice Assessments
- Denials Reduction for Improved Cash Flow
- Documentation & Coding Audits
- Due Diligence Analysis
- Telehealth Implementation & Reimbursement
- RVU Analysis & Assessments
- Fee Schedule Analysis
- Financial Analysis and Assistance
- Payor Negotiations and Contract Optimization
- Physician Compensation Analysis
- Chronic Care Management Program Design
- Quality Reporting

## Volume Decrease Adjustment

Numerous factors beyond a hospital's control can lead to inpatient volume declines. A Sole Community or Medicare Dependent hospital that experiences an admissions decline of more than 5% may be eligible for additional cost-based reimbursement in the form of a lump-sum payment through Medicare regulations.

The Rybar Group is a proven leader in obtaining Medicare Volume Decrease Adjustments for providers nationwide, obtaining over \$95 million for our clients to date.

## Revenue Integrity and Payment

The Rybar Group offers a comprehensive list of solutions to achieve financial benefits and can implement processes that will sustain optimal performance in the future. We will work closely with you, providing proven methods to review and evaluate the various functions and critical points of the revenue cycle, identifying aspects that affect payment, quantifying opportunities, and synergizing efforts for improvement and enhanced revenue.

- Documentation & Coding Quality Assurance Audits
- Denials Reduction
- Payor Negotiations and Contract Optimization
- Billing and Payment Management Review
- Chargemaster Assessment, Maintenance & Education
- Charge Capture Audit
- Independent Review Organization for Corporate Integrity Agreements
- 340B Services
- Accounts Receivable Reduction

## Additional Services

- Interim Financial Management
- Litigation Support Services
- Third-Party Payor Strategies
- Feasibility Analysis
- Audit Support Services