Karim E. Sirgi, MD, MBA, FCAP

- Chair – Practice Management Committee
- Member – House of Delegates
- Member – CAP Foundation, Governance Committee
- Board certified AP/CP and Cytopathology
- Fellowships in Cytopathology and
  Surgical Pathology
- Owner - CEO Sirgi Consulting LLC Denver, CO
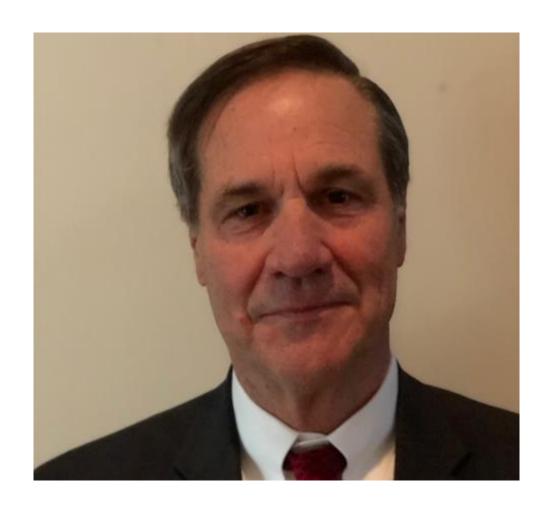
Al Harrison Sirmon, Pathology Practice Advisor

- Member – Practice Management Committee

- Pathology Practice Advisors, LLC Owner

- Past President: Pathology Service Associates, Inc. (Pathology Only Billing Company)

- CPA in Public Practice Prior to 1988

Matthew A. Zaborski

- Graduate of the University of Toledo
- Expertise in Physician Billing and Revenue Cycle Process Improvement
- 15+ years pathology billing experience
- Working with healthcare billing in 42 states

Practice Management Networking Community
Basic "Ground Rules"

- Respect for diversity of participants

- Respect for privacy of confidential/privileged information
  - Do not share sensitive information deemed confidential or that reflect specific competitive strategies, trade secrets, market positions, etc.

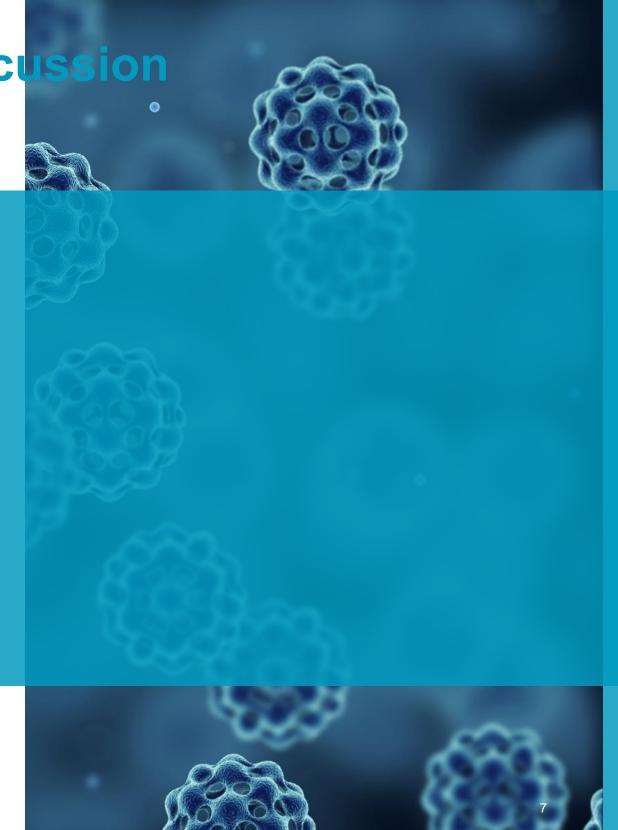# Practice Management Networking Community
Disclaimer

The contents discussed are not intended to provide, and do not constitute professional, financial, billing, marketing, management, or legal advice. They do not represent the perspectives of the CAP, and do not reflect binding positions of participants.

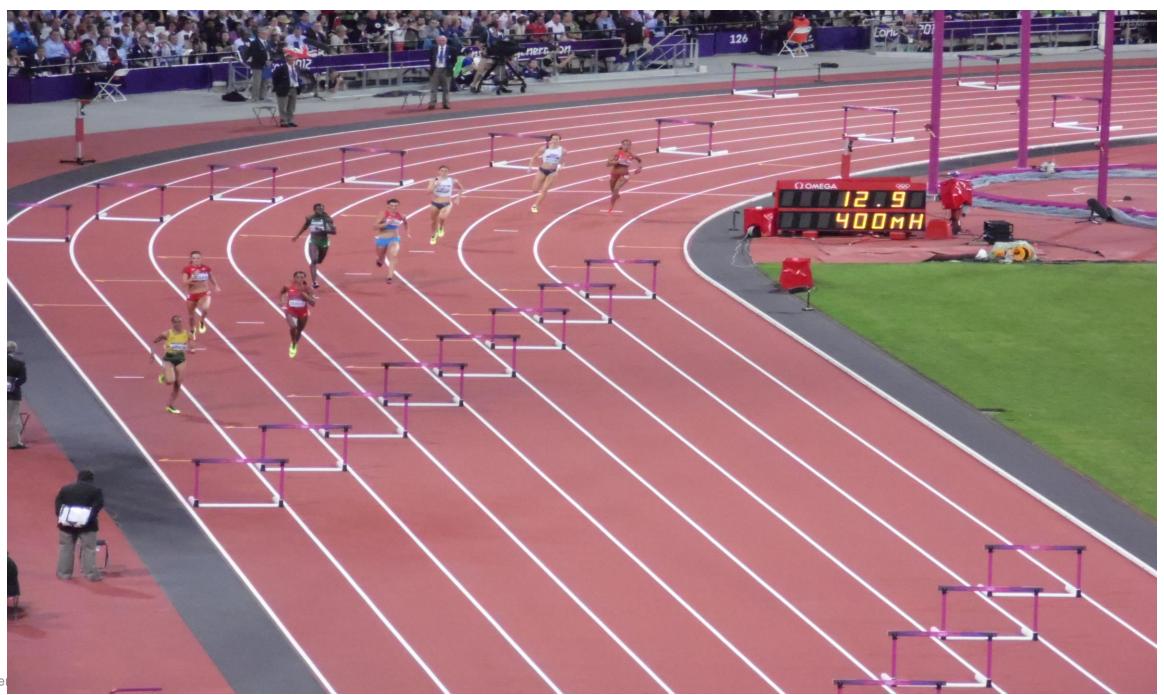# Today's Open Discussion

Revenue Cycle Best Practices

- Charge Capture Processes
- Data Tracking
- Bad Data Management
- Payer Policy Monitoring
- Denial Management
- Establish KPIs and Monitor
- Coding and Documentation Auditing

Billing Hurdles

General Comments on Billing Hurdles

- **Third Party Billing**

- **Complexity**

- **Constant Change in Rules and Regulations**

- **Reliance on Others to capture billing data**
  - Hospitals
  - Physician Offices

Charge Capture

- **Hospital Interfaces**

- **Changes in LIS**

- **Changes in HIS**

- **Timing**

Payor Policy Monitoring

- **Follow Medicare Rules?**

- **Timely Filing**

- **MUE's**

- **Denials Policy**

Denial Management

- **Standard Denial Codes**

- **Most Common Denials**

- **Denial tracking by**

  - **Payor**

  - **CPT**

  - **Denial Reason**

- **Prevention**

Patient Responsibility

- **Increase in Deductibles**

- **Surprise Billing**

Key Performance Indicators And Benchmarks

- **Net Collection %**

- **Bad Debt %**

- **Days in AR**

- **% of AR > 120 days**

- **Denial %**

- **Average Charge per CPT**

- **Average Collection per CPT**

- **All of the above by Payor**

- **All of the Above by CPT**

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Visit **cap.org** to renew your membership or email **membership@cap.org**

Resources

- **CAP Practice Management Resources**
  - **https://www.cap.org/member-resources/practice-management**

- **CAP Value-Based Business Toolkits**
  - **https://www.cap.org/member-resources/practice-management/value-based-business-toolkits**

Practice Management Networking Community
Next steps

- **Next Roundtable Discussion**
  - **May 10, 2022 – 2nd Tuesday of the month**
  - **Topic: What to do When You Make a Mistake? Get Sued?**

- **Next PMN Open Discussion**
  - **June 14, 2022 – 2nd Tuesday of the month**
  - **Characteristics of Successful Leaders Managing Up and Down**

- **Two requests**
  - **Please complete survey**
  - **Consider volunteering to lead a future session and share your experience**

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PATHOLOGISTS