

RCM Diligence – Infertility

Client Profile

Location
National

Specialty
Infertility

Sponsor Owner
Webster

Services Deployed



Revenue Cycle Management



Market Research

Overview

- + Our infertility platform Client was acquiring multiple regional practices simultaneously and their prior RCM vendor was not providing specific knowledge and insight required to accelerate post-close activity.
- + Our Client needed a diligence assessment of their target RCM team and processes, which included the need to:
 - + Identify opportunities and prepare a roadmap for implementation post-close.
 - + Develop and lead documentation of current state processes specifically related to Infertility billing.
 - + Assess current contract for one acquisition.

Execution

- + SCALE worked in tandem with national RCM leadership to identify processes and procedures that are not aligned with their current SOPs to accelerate post-close timeline.
- + We utilized true RCM expertise rather than financial analysts to analyze the target's performance using observations as well as performance metrics to ultimately identify the root cause of deviations and solutions.
- + We deployed cross-department collaboration to design analysis of fee schedules for the target versus the existing regional asset and utilized a blind data room to analyze the acquisition pathway for one target by building pro forma models and delivering binary result to our Client.

Results

- + It took us less than 30 days to deliver reports, identify the root cause of deviations and provide solutions.