# SCALE Case Study 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 postclose 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.



SCALE prides itself in developing customized solutions for its clients and helping physician groups grow and thrive in a challenging marketplace. Now, we are ready to help you. We look forward to sharing examples of how we have helped our clients and invite you to schedule a 1-on-1 complimentary consultation with us.

Contact Bobby Trenczer at btrenczer@scale-healthcare.com or (914) 714-2873 to continue the conversation.

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