



## PHYSICIAN SERVICES GROUP VALUE-ADDS

**Accounts Receivable Re-engineering:** For this 10-physician neurosurgery practice, Dixon Hughes consultants performed a complete re-engineering of Accounts Receivable processes resulting in a decrease in Days in Accounts Receivable from 58 to 55 days, a decrease in Accounts Receivables outstanding over 120 days by \$400,000, and an increase in gross collections of seven percent—for an estimated \$500,000 in added practice revenue within a six month time frame.

**Managed Care Contracting:** For this eight-physician pediatric practice, Dixon Hughes consultants renegotiated six managed care contracts resulting in an estimated annual revenue increase of approximately \$150,000, an increase per contract of almost 10 percent.

**Front Desk Collections:** For this ENT practice, Dixon Hughes consultants streamlined front-desk collection activities which resulted in decreasing Days in Accounts Receivable by 26 days and doubling practice front-desk collection revenues.

**Lab Profitability:** For this OBGYN practice, Dixon Hughes consultants analyzed lab profitability and determined the mix of lab tests where expenses exceed revenues, which tests could be outsourced and which tests should be performed in-house. Changes resulted in an increased profitability margin of 50 percent.

**Managed Care Contract Negotiations:** For this physician practice, Dixon Hughes consultants renegotiated three managed care contracts resulting in estimated increased reimbursements of 12 percent and resolved contract language issues which will result in decreased staff time in claims processing.

**New Practice Start-Up:** For this multi-specialty physician practice, Dixon Hughes consultants provided staff recruitment, managed care contract negotiations, physical space and equipment setup, and practice management software selection. This group was able to begin operations with all the essential elements needed for a successful practice.

**Patient and Staff Satisfaction:** For this five-physician practice, Dixon Hughes consultants identified and developed an effective survey tool, implemented the project and assisted the practice in implementing identified changes to improve customer satisfaction, decrease expenses and increase revenue.

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*The Dixon Hughes Physician Services Group has helped practices of all sizes and specialties realize a better bottom line.*