



# CELERACARE

Technologies ...Providing Leading-edge HealthCare Solutions

## REVENUE XCELERATOR™

### Revenue Enhancement

#### 2008 Hospital Statistics for Medical Center

(Source: <http://health.usnews.com/health/best-hospitals/medical-center-6120225/details>)

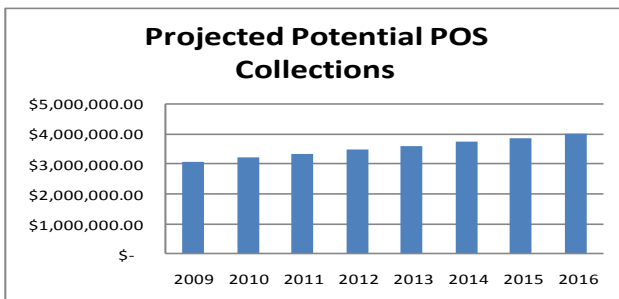
Service	Visits	Avg Co-Pay	Potential POS Collections
Outpatient	148,846	\$16.00	\$2,381,536
Inpatient	9,056	\$16.00	\$144,896
Emergency Room	33,527	\$16.00	\$536,432
<b>Totals</b>	<b>191,429</b>	<b>\$16.00</b>	<b>\$3,062,864</b>

#### Revenue from Top 3 Payers (Non-Government) Equals 70% of Total Revenues

Total Visits	Payers	Avg Co-Pay	Total Revenue
191,429	X 70%	X \$16.00	\$2,144,005

#### % Improvement in Captured Co-Pays with REVENUE XCELERATOR™

5% x	\$2,144,005	\$107,200	Annual Savings
10% x	\$2,144,005	\$214,401	Annual Savings
15% x	\$2,144,005	\$321,601	Annual Savings



New Hampshire – Current Average Co-Payment = \$16.00  
New Hampshire -Projected Average Co-Payment by 2016 = \$20.90  
(Source: [www.statehealth.newamerica.net/node/119](http://www.statehealth.newamerica.net/node/119))

**Co-Payment Overview:** The collection of patient co-payment has traditionally been a daunting task, to say the least. Most registration processes presently consist of either relying on the patient to know their correct co-payment amount or collecting nothing up front, thereby requiring an employee to track down the correct information by sending out correspondence or phoning in order to ensure that the hospital gets paid what it deserves.

As a result, an unnecessarily large amount gets written off to bad debt, with co-payments becoming devalued from the time and energy taken to collect them.

Certainly sending out an invoice and waiting for payment (barring any discrepancies) cannot be the most efficient way to collect monies that have such a profound impact on the hospital bottom line. The average co-pay in New Hampshire is \$16. When that seemingly low amount is not collected, the costs involved in the struggle have a high impact.

**CELERACARE** provides hospitals with more efficient methods to swiftly and accurately collect co-payments...right at the point of service (POS)! Through the application of electronic data interchange (EDI), the information that previously took days or even weeks to obtain is gathered in just seconds! EDI is a technology that has been used for years as a standardized way for businesses and government agencies to communicate.

Our **REVENUE XCELERATOR™** solution delivers the right tools necessary to not only collect co-payments in real time at the POS, but also to expend less time, money and energy doing so.



Medical Center

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