



# MEDICAL MANAGER

## INSIDE THIS ISSUE:

<i>Financial Benefits</i>	<b>2</b>
<i>Efficiency</i>	<b>2</b>
<i>Accuracy</i>	<b>2</b>
<i>Costs of Employee</i>	<b>3</b>
<i>Other Benefits</i>	<b>3</b>
<i>What To Do Now</i>	<b>3</b>
<i>Outsource Review</i>	<b>4</b>

### Outsourcing Facts

- Some 35% of all medical insurance claims are rejected due to typos, errors, and omissions. A professional medical billing company can reduce that amount to 1-2 % of claims—you get paid faster and on more claims!
- Medical billing companies typically only get paid a percentage of the payments received from insurance companies and patients—incentive for them to get you paid as well!
- With the new requirements for EMR use, a practice management company like MD Alliance Billing, LLC, can also assist you in implementing an EMR system.

## WHY CONSIDER OUTSOURCING?

It's May and we've been enjoying some refreshing Spring rain here in the Texas Hill Country. With the Spring and the rain comes new life, and perhaps it is the time to consider bringing new life into your medical practice. The best way to do that is to consider outsourcing your billing and coding to MD Alliance Billing, LLC.

There are many benefits to outsourcing your medical billing, and this issue of Medical Manager will review those benefits in detail, from cost benefits and time saving to improved accuracy and faster processing times resulting in higher rates of payment. Every doctor and medical practice can benefit from our services.

Some physicians are resistant to outsourcing because they believe there will be problems with transitioning or that an inde-

pendent company will not understand the unique needs of your practice. Here at MD Alliance Billing, LLC we assure you that we will take the time to understand your practice, to familiarize ourselves with your common procedure and diagnosis codes, and to establish a comprehensive practice management solution that fits you and your practice.

You and your staff should be able to focus on what you do best—caring for your patients. Too often doctors' offices are understaffed and overbooked with staff members with other responsibilities also handling the billing process. You can save time, money, and a lot



of headache by outsourcing to a company that is focused on your medical billing and coding exclusively—a company like MD Alliance Billing, LLC. Call us today and we can begin to establish an outsourcing relationship that will improve the way your office conducts business.

Cloe Sill  
President

## OUTSOURCING AT A GLANCE

Outsourcing your medical billing and coding needs to a professional medical billing company saves you time, money, and precious human resources. The articles in this newsletter will address the various benefits to outsourcing

and what MD Alliance Billing, LLC can do for you as an outsource option. Please do not hesitate to call us if you have any questions about this newsletter or would like to discuss how we can help you!



*“Current research shows that financial benefits are the number one reason why physicians choose to outsource their medical billing.”*

*“Medical billing companies are much more efficient because they are more able to keep up with the latest changes and trends in billing and coding.”*

*“A medical billing company has more time, more incentive, and more knowledge to make sure your claims are more accurate and filed in a timely matter.”*

## FINANCIAL BENEFITS



Does outsourcing your medical billing really save you money? There are many financial benefits to outsourcing billing, including:

- Eliminating the need for salaried position and the costs associ-

ated with that—benefits, sick and vacation leave, work space costs, etc. (see article on Page 3 for details)

- No need to invest time and resources in the training of employees
- Increased cash flow from claims filed in a more timely matter and with improved accuracy
- Billing companies have more time to focus on appealing denied claims, resulting in more claims getting paid
- Less time processing paperwork means more time to

see more patients and grow your practice

Current research shows that financial benefits are the number one reason why physicians choose to outsource their medical billing. Isn't it time you considered what in-house billing is really costing you and how much you could be saving with outsourcing? MD Alliance Billing, LLC would be happy to help you discover all the advantages.

## EFFICIENCY

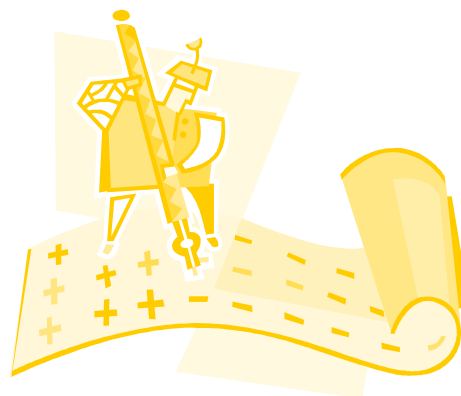


Medical billing companies are much more efficient because they are able to keep up with the latest changes and trends in billing and coding. Many practices with in-house billing use old code books and outdated fee schedules. This results in slow processing and increased denial of claims. At MD Alliance Billing, LLC we

have access to the latest coding information as well as an up-to-date fee analyzer than can help you make sure you are charging patients the most current rates for your procedures. Add in current software and a dedicated staff and efficiency in billing is guaranteed.

## ACCURACY

Some 35% of all medical claims filed are rejected because of typos, omissions, or incorrect coding. It is estimated that most medical billing companies reduce that percentage to 1-2% of claims. Medical billing companies are motivated to send correct claims the first time since they are paid based on revenue they bring in to your office and not on a



salary that stays constant regardless of outcome. They are also working off current coding information and fee schedules. A medical billing company has more time, more incentive, and more knowledge to make sure your claims are more accurate and filed in a timely matter.

## COSTS OF AN EMPLOYEE

So how much does an in-house medical billing specialist cost you? Let's say a medical practice has an income of \$500,000 a year and has 2 billing specialist doing the work. MD Alliance Billing, LLC charges 7.5% of your gross income, or \$37,500 a year. If one billing specialist's salary is \$30,000 a year, then paying two would be \$60,000 a year. This is just a base cost and does not include things like payroll taxes, benefits, sick leave and paid vacation time. These costs can add up to 30% to the

payroll cost of each employee, making the total employee cost \$78,000. Not to mention the costs of providing a workspace for those employees including rental of additional space, supplies, etc. As you can see, we are talking about a minimum savings of \$40,500 to outsource to a company that will be focused on your medical billing needs and not torn between multiple responsibilities like in-house employees often are. And MD Alliance Billing, LLC does not get paid unless you do—we only charge on revenue, so



it is our priority to make sure your claims are paid, unlike a salaried employee who gets paid regardless of the billing outcomes. Don't let your money get away from you! Call us today and we can begin saving you money.

*"It is our priority to make sure your claims are paid, unlike a salaried employee who gets paid regardless of the billing outcomes."*

## OTHER OUTSOURCING BENEFITS

- Detailed financial reports and information about claim processing, outstanding claims, etc.
- Eliminate concern over staff turnover and difficulties training new staff
- Generate more funds to invest in the required EMR systems
- Increase moral among your staff due to decreased paperwork
- Reduce postage and telephone expenses
- Provides security with an outside eye looking at your finances and keeping track of your income
- Negotiation with insurance carriers without the stress—let someone else pursue your denied claims
- Ensure HIPAA compliance with a company that is up-to-date on the latest privacy laws

*"Call or email us today and let's get started making your practice more efficient, effective and successful."*

## WHAT TO DO NOW



Call us! If outsourcing seems like what you need

for your office, give MD Alliance Billing, LLC a call today! We can service all types of practices and specialties and are waiting to help you maximize your cash flow. Our office also offers a comprehensive practice management solution including scheduling appointments, billing, bookkeeping and other financial services, and assistance with implementing an Electronic Medical Records system that can interface

with billing software,, making the whole process smoother, quicker, and less prone to error. Outsourcing is a win-win situation for patients and physicians. Call or email us today and let's get started making your practice more efficient, effective and successful.

### Medical Manager Minute

Why should you NOT outsource your medical billing? Here are some reasons:

- You enjoy overworking your staff.
- You enjoy medical billing errors.
- You like getting paid slow and less than you should.
- You don't care about saving money.
- You don't like the idea of paying only on what you collect.

Don't like these? Call us!

**MD Alliance Billing,  
LLC**

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*"Your Practice Management Specialist"*

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## OUTSOURCING REVIEW

- Outsourcing your medical billing and coding to a professional medical billing business has many benefits.
- The main reasons most doctors site for outsourcing billing are the financial benefits associated with it.
- One of the major financial benefits is eliminating the need for a salaried staff member, lowering costs for things like paid leave, benefits, office space and supplies, etc.
- Another major benefit is increased efficiency with claims being filed more quickly and more accurately.
- Accuracy is key to receiv-



- ing timely and larger payments, and outsourcing increases accuracy since the billing company is focused on billing rather than divided between duties.
- Most medical billing companies, like MD Alliance Billing, LLC, are paid on

the revenues that they bring into your office—they don't get paid unless you do!

- MD Alliance Billing, LLC is a local medical billing and practice management company that can fill all your outsourcing needs—billing and coding, appointment scheduling, human resource management, etc. Contact our office and we can discuss with you how easy, effective, and efficient outsourcing your medical billing can be. As one doctor put it, "It's the best decision you can do for your practice—an absolute must." Call us today!