



HSI Powers Hospital Wing to Collect Cash Faster and Improve Collection Rates

Challenge

Hospital Wing was plagued with cash management challenges prior to HSI. Hospital Wing was struggling to collect from Commercial payers and watched as their Accounts Receivable accounts of 180+ days grew month-after-month. Further, Hospital Wing was frequently accepting underpayments and 'usual and customary' discounts.

Solution

Hospital Wing contracted HSI to provide comprehensive billing and business services. HSI is responsible for patient billing, collections, claims generation and production, payer research, claim tracking, filing appeals, posting payments and credits, and much more. Further, HSI provides Hospital Wing access to the powerful HSI Client Portal, which is driven by our comprehensive and proprietary suite of analytics software. Hospital Wing has access to real-time data providing confidence-building transparency and critical trend and performance analysis.

HSI pursues underpayments and will not accept 'usual and customary' payments; HSI appeals 100% of underpayments received from payers.

Results

With HSI, Hospital Wing has experienced an increase of 2.0% in their Gross Collection Rate and has had a reduction of 10.0% in Net Outstanding Accounts Receivable as % of Gross Revenue. Hospital Wings' Days Sales Outstanding have significantly declined and the company now has more cash, faster!

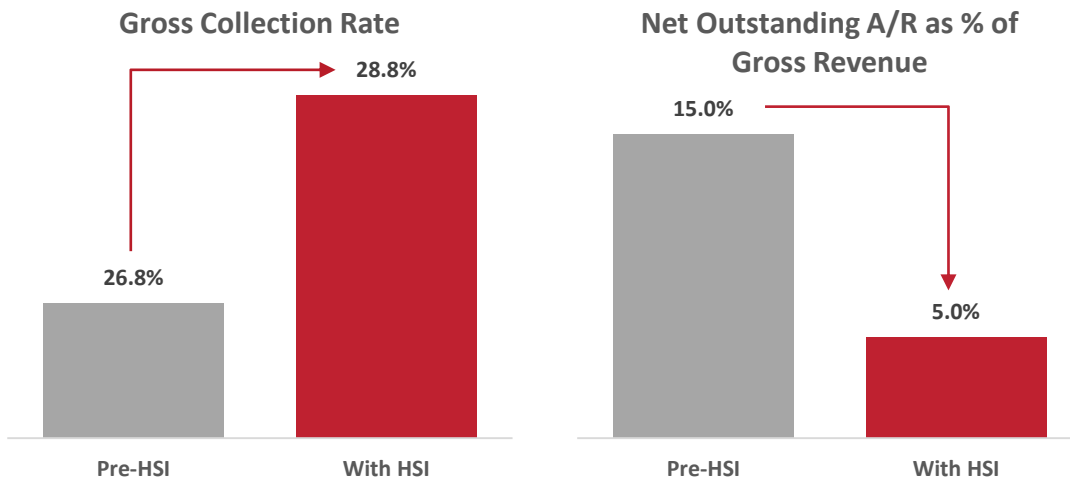
“With HSI we have not only survived we have thrived. – John Butora, CEO of Hospital Wing”



Hospital Wing is a mid-south based air ambulance company supplying emergency air lift services and inter-hospital transfers of patients with nine helicopters.

Hospital Wing has been committed for 30 years to providing the highest level of care to the critically ill and injured, averaging 3,000 flights a year.

Hospital Wing currently has 5 bases with the hub located in Memphis, TN. Hospital Wing also supports LeBonheur Children's Medical Center by supplying an aircraft 24/7/365 for the Pedi-Flite Speciality Transport Team.



About Health Services Integration (“HSI”)

HSI is a national revenue cycle management (“RCM”) services provider and is a wholly owned subsidiary of Syncordia Technologies and Healthcare Solutions. HSI surpasses competitors’ results by utilizing proprietary data-driven performance platforms, powered by HSI solutions of real-time claims tracking tools, compliance-ensuring measures and time-saving processes, along with a dedicated team with decades of experience.

HSI Air: Combines cutting-edge technology and a dedicated team of experts to help air ambulance companies maximize their revenue. HSI Air is headquartered in Santa Rosa, California.

HSI Ground: Designed specifically for ground ambulance companies, HSI Ground builds on the innovation and results of HSI Air’s success to meet the unique needs and challenges inherent of the ground industry. HSI Ground is headquartered in Pocomoke City, Maryland.

About Syncordia Technologies and Healthcare Solutions (“Syncordia”)

Syncordia is a technology-enhanced RCM company focused on underserved niche segments of the healthcare industry. We are building a diversified software and services business by consolidating healthcare billing providers. Our growth strategy is to acquire RCM businesses with and without software and, improve their profitability by increasing revenues and operating efficiencies using our software, and in time, commercializing the Syncordia Cloud, our cloud-based software offering, to provide customer-demanded, turn-key solutions from a single provider and to address compelling RCM market opportunities.

Contact



Shawn Rueff
Chief Operating Officer
C (615) 519-1909
O (707) 303-1609
E shawn_rueff@HSIHealth.com



Holly Weber
Senior Director, Client Relations
C (707) 291-1969
P (866) 209-6310
E holly_weber@HSIHealth.com



Joel Hochhalter
Vice President Sales & Marketing
C (702) 815-5059
E Joel_Hochhalter@HSIHealth.com



Hugo Winstead
Director Business Development
C (310) 497-3258
E hugo_winstead@HSIHealth.com



Mike Franks
Chief Executive Officer
C (647) 949-2663
E mike.franks@syncordiahealth.com



Chris Martin
Chief Strategy Officer
C (757) 894-3801
E chris.martin@syncordiahealth.com



Jerry Lecato
Senior Vice President of Operations
C (910) 431-1862
P (910) 444-1113
E jerry.lecato@syncordiahealth.com



Bartley Heath
Senior Director of Corporate Finance
C (252) 521-7972
P (910) 444-1113
E bartley.heath@syncordiahealth.com