



Comprehensive EMS Claims Management

## DRIVING REAL REVENUE ENHANCEMENT WITH THE HSI PERFORMANCE PLATFORM

Every claim is faced with a myriad of milestones, benchmarks, requirements, and challenges. Navigating this process with the right action steps, at the right time, with the right documentation can ensure that each claim achieves the highest collection percentage possible, within the optimum collection time.

The HSI Performance Platform monitors and collects data on tens of thousands of claims, discovering and forging the best action plan for each claim, taking into account payer, geography, claim type, and more. The platform then guides and prompts the dedicated HSI team on each claims customized collection action plan. Allowing the team to work together to efficiently and expertly monitor and process each claim.

In 2009, a west coast based air medical transport company transitioned their in house claims management department to HSI. The dedication of HSI's experienced team, powered by the Performance Platform, allowed the company to achieve ground-breaking results within the first year.

### AVERAGE TIME TO SUBMIT CLAIMS



### DENIAL RATE



### COLLECTION RATE



### NET REVENUE PER TRANSPORT

**INCREASED 23%**

*Performance based on the first 9 months with HSI*

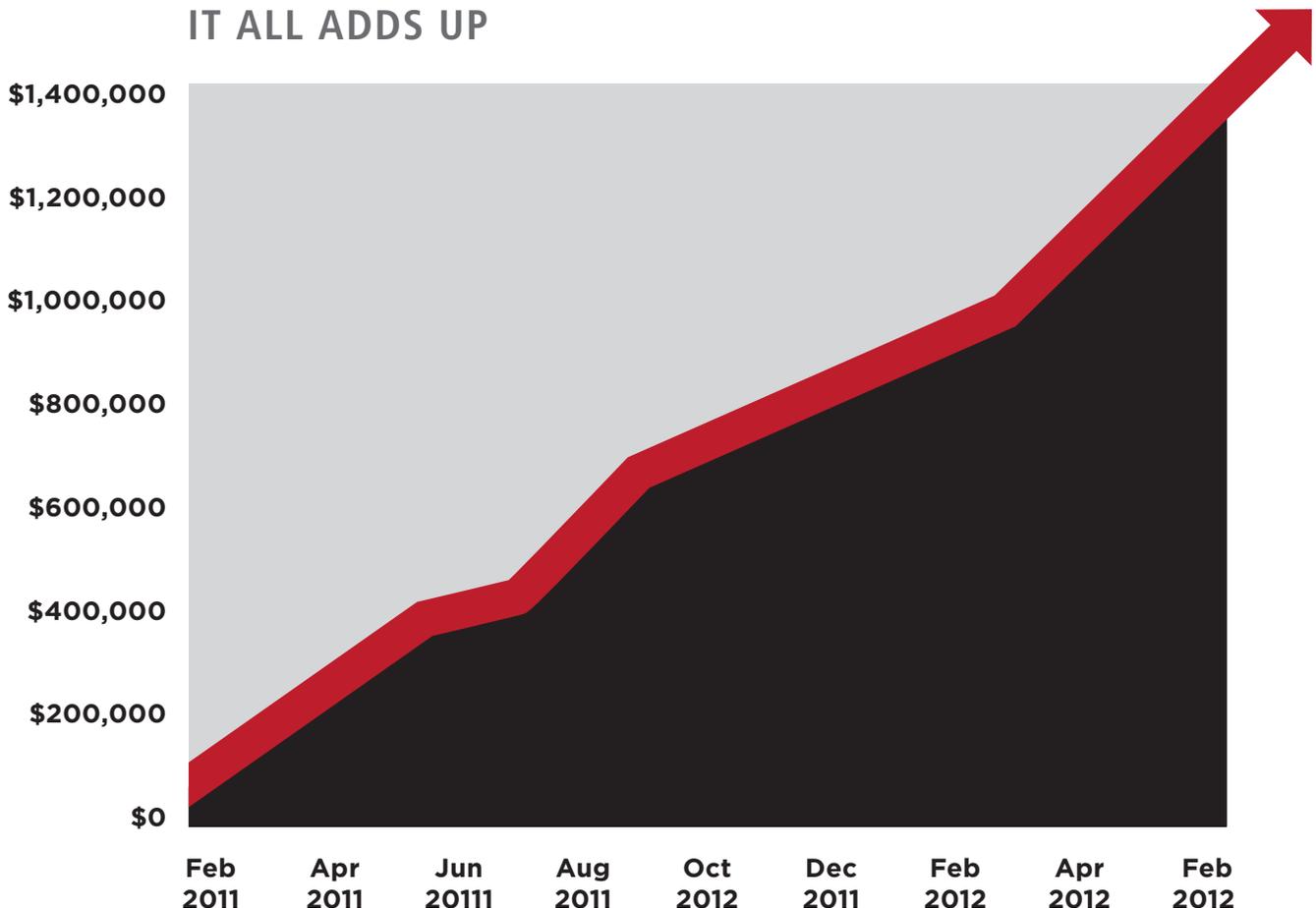


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## SECURING LONG-TERM SUCCESS WITH HSI

Increasing collection rates is only the beginning; HSI clients realize broad support across their entire revenue cycle. From timesaving technology to friendly and approachable team support, HSI will not only optimize revenues, but find success and efficiencies in the process it self.

Beyond saving valuable time and resources, HSI ensures that every claim for every client is in full compliance of local and federal regulations and industry best practices. Their team of policy and regulatory experts keep HSI clients on the forefront of industry, payer, and compliance changes.



In January of 2011, a California ground transportation company switched their claims management from a long time vendor to HSI. While the client began seeing increases in revenue and vital benchmarks within the first 90 days, the real success came throughout their first year. By June of the following year the revenue increase reached over \$1,200,000. This increase in revenue, in addition to the vital time and cost savings and compliance confidence, allowed the company to invest in new equipment and staff to grow their business.