

A CASE STUDY:

Specialty-Specific Knowledge Plays Key Role in Anesthesiology Practice's Revenue Success

The Organization

Practice Administrator:

Bobby Patrick

Group Size:

18 physicians; 61 nurse anesthetists

Procedures per Year: 40,000

Billing client since 1990

"One of the most important reasons for the practice's success can be credited to outsourcing its billing and consulting functions to a company that specializes in anesthesia. This complex specialty is so different from others that it is absolutely necessary for us to work with a partner that understands the many distinctions of the specialty."

~ Bobby Patrick,
Practice Administrator

AAPC is an anesthesia practice that has served three medical centers for more than 50 years. Performing more than 40,000 procedures annually, its revenue success is based on outsourcing billing and consulting with anesthesia practice professionals who have a vast understanding of the specialty and specifically, three issues that affect anesthesiologists' bottom line including facility stipends, coding and compliance.

Calculating Efficiency for Stipend Agreements:

Recently, Medical Management Professionals, Inc. (MMP) suggested to the group that there might be a need to restructure its facility stipend agreements to relate them to operating room efficiencies. The practice believed the stipend was driven by the facility's inability to schedule procedures in an efficient manner. Since the practice employs CRNAs, this greatly affected the practice's CRNA costs. In order to take the focus from the practice's existing anesthesiologists' pay, ICON, now MMP, sought a new strategy for the stipend agreement, calculating the facility's efficiency by time of day, which typically was ideal in the first part of the day but dropped precipitously as the day progressed. This information gave the practice an additional tool to discuss stipend rates, offering clear evidence that inefficient scheduling and required coverage drives anesthesia costs, not anesthesiologists' pay.

Best Practices for Coding Procedures:

Open communication between the practice administrator and billing operations staff results in best practices that positively affect reimbursement. Deirdre Odom, CPC and MMP's operations manager for the practice for almost 20 years, consistently provides physicians and CRNAs with training presentations on how to correctly record and document anesthesia procedures to achieve accurate coding for optimum revenue. Specific strategies to address accurately recording anesthesia events, especially time, helps coders and billers to file claims correctly the first time, improving revenue while lowering days in accounts receivable by decreasing payment turnaround times.

Close Attention to Compliance Issues:

Practice Administrator Bobby Patrick says of compliance, "MMP is always up to date with compliance issues and provides instructions, advice and

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assistance to keep the practice informed and helps it steer clear of potential compliance obstacles.”

MMP conducts bi-monthly meetings that specifically address compliance, interpretation and analysis of practice data, with payor updates that directly pertain to anesthesia revenue. The certified coders and audit staff from MMP are alert to any documentation deficiencies and consistently communicate them back to the practice.



For additional information, or to receive a proposal,
please call **1.877.541.9690** or email
anesthesiology@cbizmmp.com

Medical Management Professionals, Inc. (MMP) was founded in 1993 and is a leading provider of billing and practice management services to anesthesiologists. It currently serves more than 60 anesthesiology practices with more than 1100 anesthesia providers combined. MMP's flexible solutions range from billing-only services to full-practice management services. For more information about MMP, visit www.cbizmmp.com.