

The [PYA Revenue Recharge webinar series](#) shares ways health systems and providers can identify revenue opportunities, leading to a more sustainable and visionary future for the enterprise and better healthcare for patients.

PYA is pleased to share key takeaways from the [second Revenue Recharge webinar, Back-End Revenue Cycle,](#) held March 28, 2024.

NET REVENUE DIAGNOSTIC OPPORTUNITIES

PYA has compiled a list of Net Revenue Diagnostic Opportunities that healthcare provider organizations should consider. These include but are not limited to:

Back-End Revenue Cycle

Engage with **key payers**.

- Establish regular meetings (Joint Operating Committee)
- Share systemic issues and trends in the claims process (share real claims!)
- Develop resolutions and timelines
- Share your options

Leverage **billing applications** and other reporting tools.

- Maintain great records (data is your currency)
- Automate as much as possible (trust and verify)
- Establish work queues based on \$\$\$ scope
- Establish key metrics (measure, compare, and trend)
- Determine root causes and drive interventions

Develop robust **policies and procedures**.

- Support staff development and training (consistency)
- Establish process for write-offs and adjustments (revenue recognition)
- Maintain based on payer and/or industry trends

For assistance with revenue management and strategies or any other area related to healthcare operations, strategy and transactions, or valuation, contact one of our presenters below.

David Hall
 Senior Manager
dmhall@pyapc.com
 800-270-9629



Bob Paskowski
 Principal
bpaskowski@pyapc.com
 800-270-9629

MARK YOUR CALENDAR

Make plans to attend Episode 3 of [PYA Revenue Recharge](#) **May 2** on the topic of [Managed Care Contracting](#).