



Maximizing Practice Profit with CureMD Reporting

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AVP CureMD Implementations

Objective



To establish how CureMD reporting tools can help the practice monitor, track and make managerial decisions about the financial performance of the practice

Agenda



- Significance of Reporting as a function
- CureMD Reports; a powerful reporting tool
- An overview of reports
- Final note

Significance of Reporting

- Revenue estimation
- Seasonality and trends
- Accounts receivable collection
- Collection experience
- Cost analysis
- Service analysis
- Resource planning
- Identify most rewarding procedures & services
- Forecasting

CureMD Reports: A Powerful Tool

A comprehensive compendium of reports to perform detailed analysis about:

- Financial Overview
- Accounts Receivable and Outstanding Balance
- Day Sheet and End of Day Summaries
- Collection Ratio and A / R Aging
- Service Analysis
- Relative Value Unit Analysis

Everyday Questions

- How much revenue did we collect today?
- Are we monitoring all our payments and rejections carefully?
- Is it taking us longer than expected to get paid?
- Can we drill down our receivables and see what is making up the amount?
- What amount is being transferred to adjustments every month?
- How much hit the bank during the previous quarter?

Broad Categories in CureMD Reports

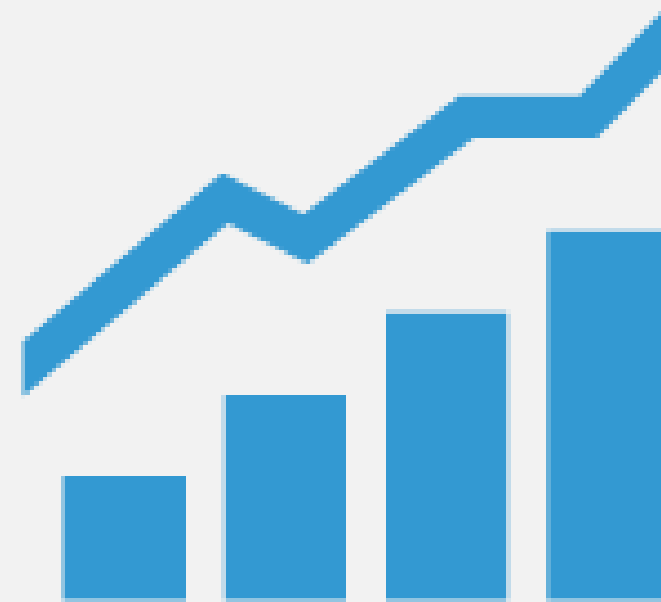
- Financial Overview
- Collection Ratio
- Day Sheet
- Accounts Receivable
- End of Day
- Outstanding Balance
- Relative Value Unit Analysis
- Management
- Service Analysis



Financial Overview

A comprehensive module on accounts receivable

- Simple yet illustrative
- Aging
- Drill-down functionality
- Procedure and responsible plan information



Financial Overview

Take a birds eye view...

Financial Overview						
 Report	Aging By Billed Date 					
Patient/Plan	To Be Billed	Current	30 +	60 +	90 +	Total
Total	72,244.59	0.00	104.00	111.00	79,935.83	152,395.42
Patient	41,360.97	0.00	0.00	111.00	15.00	41,486.97
AARP	20,471.44	0.00	64.00	0.00	44,684.56	65,220.00
Aetna	5,324.11	0.00	0.00	0.00	19,358.78	24,682.89
BCBS	1,665.01	0.00	0.00	0.00	4,259.00	5,924.01
BCBS-NY FEDERAL EMPIRE	242.34	0.00	0.00	0.00	30.00	272.34
BCBS-WNY	157.00	0.00	0.00	0.00	0.00	157.00
DMERC REGION A	170.00	0.00	0.00	0.00	0.00	170.00
Electronic	2,496.58	0.00	40.00	0.00	766.58	3,303.16
Medicaid	2,245.04	0.00	0.00	0.00	875.00	3,120.04
Medicare	-1,887.90	0.00	0.00	0.00	9,946.91	8,059.01

Financial Overview

Or drill down to the individual dates of service!

Financial Overview Medicare - 91+ Add/Edit Charges

Save Receipt Problem List Statement Payment UB-04

Sarah N Grace Balance \$ 180.00 | Unapplied 300.00 | Plan Balance \$ 201.50 October 12, 2013 06:34 AM

Insurance - Appointment - Provider Place of Service 11. Office Accept Assignment

Primary Plan Aetna Referral PAN Copay 0.00 Paid Allocate

Secondary Medicare Referral PAN Adv. --Reason--

Location Get Well Clinic Start DOS 10/12/2013 End DOS 10/12/2013 Transaction 03/18/2014

Claim Type Original Original Ref #

Admission Discharge

Rendering Green, Martin Billing provider, demc Referring Shukasi, Naimata Dates Add New Date

Spinal Manipulation Service Info.

Patient Condition --Select-- Description

Diagnosis & Procedure Preferred Last Visit Template

Diagnosis 1. 300.01 PANIC DISORDER WITHOUT AGORAPHIC 2. 600.01 HYPERTROPHY (BENIGN) OF PROSTATE

3. 4.

Procedures	Start DOS	End DOS	Modifier	Dx. Ptr *	Units	Patient \$	Plan \$	Ordering Provider
<input checked="" type="checkbox"/> 99211	10/12/2013	10/12/2013		0 1,2	1 UN	\$ 0.00	100.00	--Select--
<input checked="" type="checkbox"/> 19000	10/12/2013	10/12/2013		0 1	1 UN	\$ 0.00	100.00	--Select--
<input type="checkbox"/>				0	1 UN	\$ 0.00	0.00	--Select--
Total:						0.00	200.00	200.00

Financial Overview

View the amounts yet to be billed to payers

Financial Overview | DMERC REGION A - To Be Billed

Claim Statement Report All (2) [Checked Off \(0\)](#)

DMERC REGION A - To Be Billed Patient

<input type="checkbox"/> Account	Patient	Date of Service	Provider	Procedure	Charge	Balance	
<input type="checkbox"/> 1373	James, Steven	02/02/2014	Butler, Internist	99213	40.00	20.00	
					Total	20.00	
P.O. BOX 9165 , HINGHAM, MA, 0							
<input type="checkbox"/> Account	Patient	Date of Service	Provider	Procedure	Charge	Balance	
<input type="checkbox"/> 441	O'Neil, Jony	07/11/2014	Butler, Internist	55530, 99211	150.00	150.00	
					Total	150.00	

Collection Ratio

Collection Experience

- Paid amount as a percentage of charged amount
- Adjustments and transfers information
- Collection experience with different plan categories
- Gross Collection Ratio and Net Collection Ratio
- Patient payments (copayment, deductible and advances)

Collection Ratio

Collection Ratio Plan Summary Report

CureMD Medical Center

Thursday, October 23, 2014

Plan Name	Plan Responsibility	Plan Payments	Plan Adj.	Plan Trans.*	G.C.R. **	N.C.R. **
AARP	\$53,522.70	\$6,239.50	\$7,726.78	\$10,617.50	11.66%	13.62%
Medicaid	\$3,044.61	\$203.95	\$759.80	\$146.20	6.70%	8.93%
Medicare	\$16,196.40	\$3,883.50	\$2,325.75	\$7,705.10	23.98%	28.00%
Electronic	\$5,125.00	\$1,005.00	\$770.26	\$1,092.59	19.61%	23.08%
Aetna	\$23,467.04	\$3,115.00	\$1,396.73	\$7,582.00	13.27%	14.11%
BCBS	\$7,035.40	\$2,841.50	\$213.00	\$2,813.00	40.39%	41.65%
BCBS-WNY	\$131.18	\$127.00	\$4.18	\$413.00	96.81%	100.00%
BCBS-NY FEDERAL EMPIRE	\$239.34	\$15.00	\$20.00	\$15.00	6.27%	6.84%
DMERC REGION A	\$10.00	\$10.00	\$0.00	\$20.00	100.00%	100.00%
Total:	\$108,771.67	\$17,440.45	\$13,216.50	\$30,404.39	16.03%	18.25%

* Plan Trans. = Amount transferred from Plan to Patient/Plan

** G.C.R. (Gross Collection Ratio) = Payments / Plan Responsibility

** N.C.R. (Net Collection Ratio) = Payments / (Plan Responsibility - Adjustments)

Accounts Receivable

Total Receivables

- Days aging
- Patient and Plan balances
- Plan aging details
- Transfers to patients by plans
- Different aging combinations



Accounts Receivable

Plan Aging By Patient Report

CureMD Medical Center

Thursday, October 23, 14

Location: (All)

Resp. Plan: (Any) Plan Priority: (All)

Plan Category: (All)

Provider: (All) Resource: (All)

Start Date: 09/01/2014 End Date: 09/30/2014 Search by: Date of Service (DOS) Charges Type: (All)

Print Method: All Claim Qualifier: All

Anesthesia test

Plan: AARP

Phone: (800) 523-5500

Address: PO BOX 740819 PO BOX 740819, ATLANTA, GA 30374 ATLANTA, GA 30374

Patient Name		Insured Party		Pat DOB	Pat Acct#	PlanID	Pat Phone()-(#)			
DOS	CPT/DOS	Provider/Resource	Aging Date	Balance	Current	30+	60+	90+	120+	150+
MU, TEST		MU, TEST		10/10/2013	216	JHJKJK				(484) 747-8498
09/03/14	0014F 09/03/2014	Dr. Penny Puffer	09/03/2014	\$100.00	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00

Plan: AARP

Phone:

Address: PO BOX 11810 ALBANY, NY 12211

Patient Name		Insured Party		Pat DOB	Pat Acct#	PlanID	Pat Phone()-(#)			
DOS	CPT/DOS	Provider/Resource	Aging Date	Balance	Current	30+	60+	90+	120+	150+
Smith, Elizabeth		Smith, Elizabeth		01/31/1947	1356	123456789				
09/16/14	99392 09/16/2014	Dr. Internist Butler	09/16/2014	\$4.00	\$0.00	\$4.00	\$0.00	\$0.00	\$0.00	\$0.00
09/16/14	96110 09/16/2014	Dr. Internist Butler	09/16/2014	\$3.00	\$0.00	\$3.00	\$0.00	\$0.00	\$0.00	\$0.00
09/16/14	90460 09/16/2014	Dr. Internist Butler	09/16/2014	\$1.00	\$0.00	\$1.00	\$0.00	\$0.00	\$0.00	\$0.00
09/16/14	90670 09/16/2014	Dr. Internist Butler	09/16/2014	\$6.00	\$0.00	\$6.00	\$0.00	\$0.00	\$0.00	\$0.00

Day Sheet

- Remuneration with CPT and ICD details
- Transfers and adjustment information
- Appointment details
- Provider and resource utilization
- Segregation between Responsible Plan and Payment Plan



Day Sheet

Day Sheet Detailed Report

CureMD Medical Center

Thursday, October 23, 14

Location: (All) Ref. Provider: -Select-

Provider: (All) Resource: (All)

Billing Provider: (All)

Resp. Plan: Patient/Plan

Start Date: 09/23/14 End Date: 10/23/14

User: (All)

Report By: Date of Service (DOS) Charges Type: (All)

Sort By: Patient Name Direction: Ascending

CHARGES

DOS	TR/Sys Date	Patient / Acc#	Resp. Plan	Pro./Res.	Bill Pro.	ICD	CPT	Charges	User
09/26/14	09/26/14 09/26/14	A, A / 1064		Dr. Internist Butler	Dr. Butler, Internist	189.9	99213 09/26/14	\$50.00	Zafar, u
10/15/14	10/15/14 10/15/14	Adams, Mary / 294	AARP	Dr. Internist Butler	Dr. Butler, Internist	002.1	00211 10/15/14	\$94.00	Yo, H
Modifier(s): 1. 56									
09/26/14	09/26/14 09/26/14	Ahmed, Testrna / 1326	Medicare	Dr. Internist Butler	Dr. Butler, Internist	585.1	99213 09/26/14	\$500.00	Ahmed, N
09/26/14	09/26/14 09/26/14					585.1	93880 09/26/14	\$19.18	
09/26/14	09/26/14 09/26/14	Ahmed, Testrna / 1326	Medicare	Dr. Internist Butler	.		(Copay)*	\$10.00	Ahmed, N
10/03/14	10/03/14 10/03/14	Ali, Test / 1442	AARP	Dr. Internist Butler	Dr. Butler, Internist	250.00	99215 10/03/14	\$2,010.00	Butler, I
09/23/14	09/23/14 09/23/14	Aracenabueno, Amelia / 1403	Medicaid	Dr. Penny Puffer	Dr. Butler, Internist	783.21	99204 09/23/14	\$0.00	B, C
10/03/14	10/03/14 10/03/14	Balancing, Load / 1459	AARP	Dr. Nicholas Radon	Dr. Radon, Nicholas	585.2	11001 10/03/14	\$200.00	Butler, I
10/03/14	10/03/14 10/03/14	Balancing, Load / 1459	AARP	Dr. test CureMDer	Dr. Final, Final MT		0001M 10/03/14	\$13.23	Butler, I

End of Day

Financial and visit volume for a period

- Charges and payments
- Adjustments and refunds
- Payment Type break down
- Itemized count of total visits



End Of Day Monthly Summary Report

CureMD Medical Center

Thursday, October 23, 14

Location: (All)

Provider: (All) Resources: (All)

Resp. Plan: Patient/Plan

Start Date: 10/01/14 End Date: 10/31/14

Report By: Date of Service (DOS) Charges Type: (All)

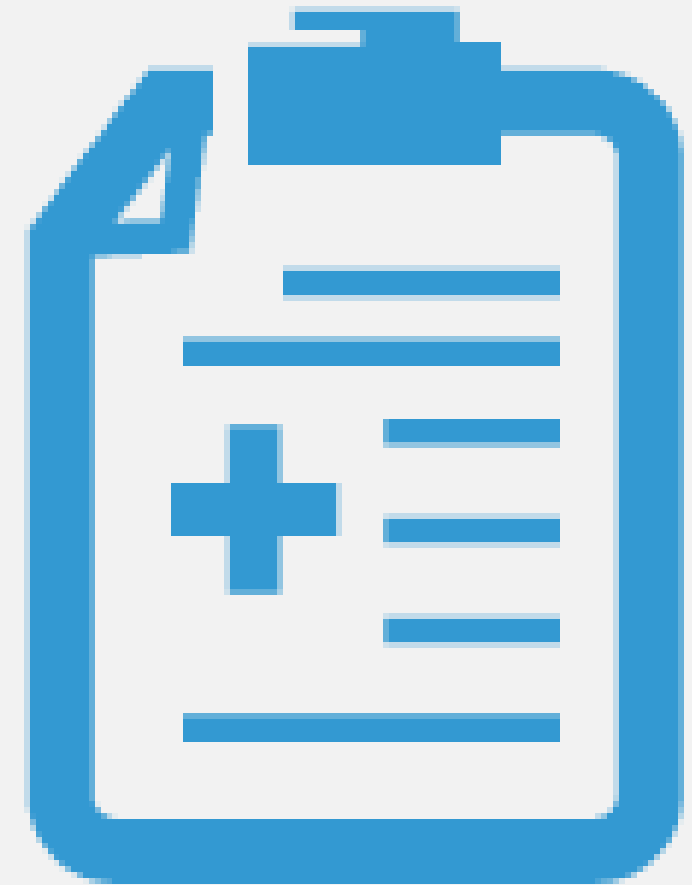
Date of Service	Total Vilitc	Charges			Payments			Adjustments			Refund			Balance		
		Plan(\$)	Patient(\$)	Total(\$)	Plan(\$)	Patient(\$)	Total(\$)	Plan(\$)	Patient(\$)	Total(\$)	Plan(\$)	Patient(\$)	Total(\$)	Plan(\$)	Patient(\$)	Total(\$)
10/01/14	2	130.00	10.00	140.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	130.00	10.00	140.00
10/03/14	16	2,331.60	50.00	2,381.60	160.00	10.00	170.00	60.00	0.00	60.00	0.00	0.00	0.00	2,081.60	70.00	2,151.60
10/09/14	1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
10/10/14	1	0.00	10.00	10.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	10.00
10/13/14	4	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
10/15/14	1	82.00	12.00	94.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	82.00	12.00	94.00
10/17/14	1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
10/22/14	2	165.03	20.00	185.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	165.03	20.00	185.03
Totals :	28	2,708.63	102.00	2,810.63	160.00	10.00	170.00	60.00	0.00	60.00	0.00	0.00	0.00	2,458.63	122.00	2,580.63

Grand Totals (Charges-Payments-Adjustments): \$2,580.63

Outstanding Balance

Appointment based outstanding amounts

- Segregated based on locations
- Patient and plan balances
- Charges and payments
- Aging of the outstanding balance



Outstanding Balance

Outstanding Balance Sheet

CureMD Medical Center
Thursday, October 23, 2014

Get Well Clinic

Jones, Rachel

Provider: Waleed test_test, Jr

Primary Plan: Medicare (877) 869-6504

Transaction Date: 05/13/2014

Date of Service: 05/13/2014

ICDs

CPTs	Patient			Plan		
	Charges	Paid	Balance	Charges	Paid	Balance
	\$10.00	\$0.00	\$10.00	\$0.00	\$0.00	\$0.00
TOTAL	\$10.00	\$0.00	\$10.00	\$0.00	\$0.00	\$0.00

Jones, Rachel

Provider: Dr. Internist Butler

Primary Plan: Medicare (877) 869-6504

Transaction Date: 10/21/2014

Date of Service: 05/07/2014

ICDs

1. 250.13 (DIABETES WITH KETOACIDOSIS, TYPE I [JUVENILE TYPE], UNCONTROLLED)

CPTs	Patient			Plan		
	Charges	Paid	Balance	Charges	Paid	Balance
97802	\$10.00	\$0.00	\$10.00	-\$10.00	\$0.00	-\$10.00
0001F	\$0.00	\$0.00	\$0.00	\$20.00	\$0.00	\$20.00
TOTAL	\$10.00	\$0.00	\$10.00	\$10.00	\$0.00	\$10.00

Bank Deposit

Payments for a specific period

- Plan payments
- Patient payments
- Interest payments
- Payment method



Bank Deposit

Bank Deposit Report

CureMD Medical Center

Thursday, October 23, 2014

Location: (All) Bank: (All)

Charges Type: (All) Check No.: (All)

Start Date: (All) End Date: (All)

Resp. Plan: Patient/Plan Plan Category: (All)

Start Check Date: (All) End Check Date: (All)

Payment Type: (All)

Billing Provider: (All)

Rendering Provider: (All)

Dated	Patient	Account	Transaction By	Type	Credit Card	Amount	DOS	TR RC	Days
CREDIT CARD									
(None)									
03/10/2014	One, Online	477	Patient	VISA	(None)	-172.50	3/3/2014	3/10/2014	7
03/11/2014	Three, Online	479	Patient	VISA	(None)	-5.00	3/10/2014	3/10/2014	1
03/11/2014	Four, Online	488	Patient	VISA	(None)	-178.50	3/1/2014	3/11/2014	10
03/11/2014	Four, Online	488	Patient	VISA	(None)	-177.50	3/11/2014	3/11/2014	0
03/11/2014	Four, Online	488	Patient	VISA	(None)	-33.00	2/26/2014	3/11/2014	13
03/11/2014	Four, Online	488	Patient	VISA	(None)	-178.50	3/1/2014	3/11/2014	10
03/11/2014	One, Refund	493	Patient	VISA	(None)	-30.00	3/11/2014	3/11/2014	0
03/11/2014	One, Refund	493	Patient	VISA	(None)	-3.00	3/11/2014	3/11/2014	0
03/24/2014	Four, Online	488	Patient	VISA	(None)	-2.00	3/11/2014	3/11/2014	13
03/24/2014	Four, Online	488	Patient	VISA	(None)	-1.00	3/11/2014	3/11/2014	13
03/24/2014	Four, Online	488	Patient	VISA	(None)	-10.00	3/24/2014	3/24/2014	0
03/24/2014	One, Refund	493	Patient	VISA	(None)	-100.00	3/20/2014	3/20/2014	4
03/27/2014	One, Refund	493	Patient	VISA	(None)	-1.00	3/20/2014	3/20/2014	7
03/27/2014	PAYMENT, TEST	745	Patient	VISA	(None)	-10.00	3/27/2014	3/27/2014	0
03/29/2014	PAYMENT, TEST	745	Patient	VISA	(None)	-11.00	3/3/2014	3/3/2014	26
03/29/2014	MU TWO, TEST	372	Patient	VISA	(None)	-20.00	3/29/2014	3/29/2014	0
04/04/2014	One, Refund	493	Patient	VISA	(None)	-1.00	3/11/2014	3/11/2014	24
04/04/2014	One, Refund	493	Patient	VISA	(None)	-1.50	3/29/2014	3/29/2014	6
05/14/2014	Test, Monica	1070	Patient	VISA	(None)	-10.00	5/14/2014	5/14/2014	0

Patient Statements

Practical method of following up on patient balance

- Automatic statement generation
- Ability to mail out printed statements
- Option to generate electronic file and upload on a portal
- Print count and last statement date



Patient Statements

Patient Statement

CureMD Medical Center
 155 Broad Street
 NEW YORK CITY, NY 10004
 (212) 509-6200

First DOS	ACCOUNT NO.	STATEMENT DATE
04/07/2014	811	10/23/2014
DUE DATE	BALANCE DUE	AMOUNT ENCLOSED
11/07/2014	280.00	
Last Paid Amount		Last Payment date
10.00		04/07/2014

PATIENT NAME

Make Check Payable to:

Ledger Test
 234

CureMD Medical Center
 155 Broad Street
 NEW YORK CITY, NY 10004

ny, NY 10001

Please Detach and Return Top Portion with Your Payment



PATIENT NAME	ACCOUNT NUMBER	BALANCE DUE	STATEMENT DATE					
Ledger Test	811	280.00	10/23/2014					
Primary: AARP								
DOS / CPT	Provider / Services	Charged	Pri Plan	Sec Plan	Ter Plan	Guarantor Paid	Adjustments	Remaining Balance
04/07/2014	Dr. Andrew Charlotte							
99215	Office/outpatient visit, est	2,000.00	100.00	0.00	0.00	10.00	1,810.00	80.00
04/07/2014	Dr. Andrew Charlotte							
72141	Mri neck spine w/o dye	1,500.00	1,100.00	0.00	0.00	10.00	100.00	290.00
		PREVIOUS STATEMENT BALANCE					TOTAL BALANCE	
							CREDIT BALANCE	
							BALANCE DUE	
							370.00	
							90.00	
							280.00	

*If payment has already been made, please disregard this statement

Applied / Unapplied

Applied / unapplied amounts of patient advances

- A complete break up of patient advances
- Applied and unapplied amount
- Payment method
- Payment reason
- Payment date
- Date of service

Applied / Unapplied

Advance Payments

Patient	Account #	DOB	Payment Date	Reason	Method	Card / Routing No.	Advance	Applied	Applied on DOB	UnApplied	
Adams, Lindsay	322	03/22/2014	03/22/2014		CASH		100.00	0.00		100.00	
							Total	100.00	0.00		100.00
Adams, Mary	294	09/18/2014	09/18/2014		Card	62011111	12.00	0.00		12.00	
		09/18/2014	09/18/2014				15.00	0.00		15.00	
		06/18/2014	06/18/2014	payment reason 1	CASH		10.00	0.00		10.00	
		05/07/2014	05/13/2014		CASH		90.00	0.00		90.00	
							Total	127.00	0.00		127.00
Arshad, Rubina	259	05/06/2014	05/06/2014		CASH		10.00	0.00		10.00	
		04/14/2014	04/14/2014		CASH		200.00	0.00		200.00	
		04/03/2014	04/01/2014	payment reason 1	CASH		125.00	0.00		125.00	
							Total	335.00	0.00		335.00
Better, Testing	684	04/23/2014	04/23/2014		Card	62011111	10.00	0.00		10.00	
							Total	10.00	0.00		10.00
Billing, Test	1244	07/03/2014	07/03/2014		CASH		100.00	0.00		100.00	
							Total	100.00	0.00		100.00
Carson, Angelina	1212	06/20/2014	06/20/2014		CASH		2.00	0.00		2.00	
		06/18/2014	06/18/2014	payment reason 1	CASH		5.00	4.00	Self 06/18/2014	1.00	
		06/18/2014	06/18/2014				8.00	0.00		8.00	
							Total	15.00	4.00		11.00
Everyman, Adam	48	09/23/2014	09/23/2014		CASH		200.00	0.00		200.00	
		07/11/2014	07/17/2014		CASH	1111	50.00	7.00	Family 10/15/2014	43.00	
							Total	250.00	7.00		243.00
Grace, Sarah	503	05/02/2014	05/06/2014		CASH		300.00	0.00		300.00	
							Total	300.00	0.00		300.00

Service Analysis

Frequency of a procedure and the revenue it generates

- Multiple combinations based on usage analysis requirements
- Ability to choose a specific or a combination of ICDs and CPTs
- Diagnosis and procedure groups

Why CureMD Reports?

- Detailed
- Accurate
- Real time
- Flexible
- Exportable
- An aid to timely collection
- Point-in-time analysis



Thank you!

Questions & Feedback