

Assemble the Right Team to Manage Your Uninsured Population

Increasing operational and profitability challenges – driven by bad debt, uncompensated care, and rising costs – are causing health systems to turn to strategic partners for outsourced revenue cycle management solutions.

\$620
BILLION

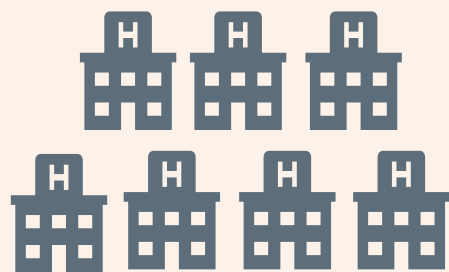


Revenue Lost from Uncompensated Care

From 2000-2017, hospitals of all types have provided \$620 billion in uncompensated care to their patients. Based on cost, uncompensated care increased by 73% during that same period.⁽¹⁾

Patient's Role Increasingly Important to Reimbursement

A strategic partnership with an RCM vendor who can balance multiple constituents – providers, payers, and especially patients – is key to successful long-term management of the uninsured population.



31%



Hospitals with Negative Operating Margins

Continued cost pressure, particularly for labor and drugs, have compounded operating challenges faced by acute-care providers.⁽²⁾

57% Potential Increase to Operating Margin

Uncompensated care represents a significant portion of hospital operating expenses – 4.2% of total expenses. Better management of those costs could boost aggregate operating margins from 7.4% up to 11.6%.⁽³⁾

+57%



 MedData®

Source: American Hospital Association

Note: (1) AHA Annual Survey Data, 1995-2017. Uncompensated care cost represents the estimated cost of bad debt and charity care to the hospital. The figure is calculated by multiplying uncompensated care charge data by the ratio of total expenses to gross patient and other operating revenues. (2) AHA Annual Survey Data, 2016. Operating Margin is calculated as the difference between operating revenue and total expenses divided by operating revenue. (3) AHA Annual Survey Data, 1990-2015. Metrics are from 2015.

