

A CASE STUDY:

MMP Improves Collections & Credentialing, Strengthens Practice Management for West Virginia Anesthesia Group

GENERAL ANESTHESIA SERVICES, INC | CHARLESTON, WEST VIRGINIA

"MMP's management philosophy and approach to problem solving was a great fit for our practice."

"They began by applying attention to problem areas within the practice. They followed that with a comprehensive evaluation to improve financial processes that have enabled GAS to continue being the leading provider of anesthesiology and perioperative services to our community."

~ Timothy W. Nelson, MD, President

General Anesthesia Services Inc., based in Charleston, West Virginia, provides anesthesia services to three hospitals operated by Charleston Area Medical Center (CAMC): CAMC General, CAMC Memorial and CAMC Women and Children's. The group employs 27 physicians and performs about 37,500 cases annually.

General Anesthesia faced growing problems with its local billing vendor. The practice's charge entry backlog was increasing rapidly, denials were mounting and physician credentialing was in disarray. After surveying alternative local and national outsourced billing companies, the group selected Medical Management Professionals on the strength of the company's expertise in anesthesia billing.

"Following an extensive review of the group's financial management infrastructure, it was clear that General Anesthesia Services, Inc. needed the support of professionals with the knowledge, experience and commitment to dramatically improve this area of our practice," says Timothy W. Nelson, MD, GAS President. "MMP's corporate management philosophy, and later the personnel assigned to work with us were a great fit."

Once on board, MMP immediately began working the claims backlog and also revamped the credentialing process to ensure that all providers, including certified registered nurse anesthetists, were properly registered with the group's third-party payors. And when the group's practice manager unexpectedly left the organization, MMP stepped in to assume additional responsibility for General Anesthesia's vital, non-billing financial management functions, including compensation, accounts payable, tax and regulatory filings, and financial reporting.

According to Dr. Nelson, "The Financial Manager assigned to our account by MMP is the consummate accounting professional. As an experienced financial manager in the healthcare industry and a CPA, he brings a wealth of knowledge and expertise regarding sound principles of financial management. His experience in the health care industry has enabled him to lead the group in application of these principles in a practical way. His counsel is highly valued by our practice."

ANESTHESIOLOGY CASE STUDY

Today, thanks to an extremely efficient submission process developed by MMP, all of General Anesthesia's charges are submitted to payors within 24 hours. As a result, AR Days have fallen dramatically to a consistent average of 39. And despite severe and continual reimbursement pressures, cash collections have remained stable. To ensure accurate reimbursements, MMP utilizes a software application that checks carrier payments against contracted terms.

From a practice management standpoint, MMP continues to provide a powerful safety net for the group. When it was determined several years ago that a General Anesthesia employee had been illegally appropriating funds from the organization, MMP worked closely with group leaders to reconstruct and document the nature and extent of the fraud. MMP also helped develop and implement a defined benefits plan that significantly reduced taxable income for the group's partners. In addition, MMP took the lead in restructuring the ownership arrangement of the group's building to reduce tax liability as well as risk exposure.

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

Based in Chattanooga, Tennessee, MMP has more than 80 offices and 2,000 employees nationwide. Founded in 1993, MMP serves more than 3,000 hospital-based physicians across the nation and boasts the highest client retention rate in the industry. www.cbizmmp.com