

						Re	imburs	em	ent Sun	nma	ary						
Primary Insurance Carrier	Patient Allocation		insurance Allocation	% of total total ins. alloc.	Total Charges	% of total chgs	Patient payments (deposits excluded)	% of pat. alloc.	payments		Total payments		adjustments	% of Insurance pat. adjustments alloc.		adjustment	% tot chg
	\$637,610.37 \$1,670.64 \$86,959.01 \$9,060.98 \$10,753.34	0.2 11.6 M 1.2 J	1,047,208,71 \$53,342.84 8,645,557.81 1,150,301.29 \$479,323.87	0.1 13.3 Ø 2.3 Ø	1,684,819.08 \$55,013.48 6,732,516.82 1,159,362.27 \$490,077.21	82.2 0.1 13.3 2.3 1.0	\$252,368.52 \$1,484.22 (\$350.40) \$7,527.66 \$10,357.13	88.8 -0.4 83.1	3,081,229,76 \$20,421.24 \$1,515,742.10 \$435,806.02 \$138,555.47	38.3		32,0 39,8 22,5 38,2 30,4	\$336,146.97 \$186.42 \$87,318.41 \$521.53 \$396.21	52.7 37,185,211.90 11.2 \$32,391.60 100.4 \$5,020,919.80 5.8 \$658,199.06 3.7 \$340,771.25	60.7 75.6 57.2	17,521,358.87 \$32,578.02 15,108,238.21 \$858,720.59 \$341,187.46	59 75 56
	\$1,989.89 \$2,069.63 \$750,113.86	0,3	\$186,909.85 \$421,083.85 9,963,728.22	0.8	\$168,899.74 \$423,153.48 0,713,842.08	0.3 0.8	\$1,560.79 \$2,060.85 \$285,008.77	78.4 99.6 38.0	\$13,547.08 \$202,596.90 15,407,898.57	8.1 48.1 30.8		8.9 48.4 30.9	\$69.10 (\$32.88) 124,605.76	3.5 \$152,375.82 -1.6 \$184,326.37 56.6 33,554,195.80	39.0	\$152,444.92 \$164,293.49 13,978,801.56	38
Total Reœipt Total Adjustr		Cur 15	ception rent Mo ,692,90	nth 7.34			ectible % 1.59%		Total Total		eipts stments					ectible %).97%	6

Embezzlement & How to Prevent It

 Employee discards patient encounter forms and keeps the patient's copay (cash only) and patient's insurance plan is not billed and employee shows patient as a no show in system

Send out no show letters to patients

 Match the number of appointments for the day with super bills for same day



- Employee in billing department endorses a check from an insurance company from the practice paid to the order of the employee who deposits into their own bank account (usually banks don't cash third-party endorsements because they cannot verify the first endorsement)
- Or employee opened up a company almost in the name of practice (CST,
- Ltd. vs CST) and then had checks endorsed using stamp in office but deposited into their own company Employee then does a balance adjustment to write off the balance either as uncollectible or as a normal write off based on what insurer owed
- Momever opens the mail which is someone different than who posts the payments should add up the total and make sure it adds up to batch when payments are posted
- You can also have a check deposit machine from your bank in your office and deposit the checks for the day that are received and then give to biller to post the payments since cash is now in bank
- Do a background check on your billing staff and also obtain a credit report on them

Days in Accounts Receivabl	e Ratio
This ratio calculates the average number of days it takes to co	llect an accounts receivable.
In order to calculate this ratio you need the following two thin 1. The accounts receivable balance at a specific point in time. 2. The revenue generated by the company over a specific per	-
For example, at the end of 2013 Accounts Receivable Balance at 12/31/13 Revenue for calendar year 2013	\$2,000,000 \$24,500,000
Average Daily Revenue (\$24,500,000/365 days)	\$67,123
Days in Account Receivable (A/R of \$2,000,000/\$67,123)	29.80
What this says is that on average it will take 29.8 days to colle	ect what is owed to you.

Days in Accounts Receivab	le Ratio
What is also important is seeing how Anthem and Medicare	compare for this ratio
For example, at the end of 2013 Accounts Receivable balance at 12/31/13 for Medicare Medicare revenue for calendar year 2013	\$700,000 \$11,025,000
Average Daily Revenue (\$11,025,000/365 days)	\$30,205
Days in Account Receivable (A/R of \$700,000/\$30,205)	23.17
This says that it takes 23.17 days to collect what is owed by	Medicare to you
Accounts Receivable balance at 12/31/13 for Anthem Anthem revenue for calendar year 2013	\$950,000 \$8,000,000
Average Daily Revenue (\$8,000,000/365 days)	\$21,918
Days in Account Receivable (A/R of \$950,000/\$21,918)	43.34
This says that it takes 43.34 days to collect what is owed by A	Anthem to you
Remember that this is an average which means you may hav 120 days which is why you still need to review the accounts month	

Days in Accounts Receivable Ratio

What is also important is seeing how Anthem and Medicare co	ompare for this ratio
For example, at the end of 2013 Accounts Receivable balance at 12/31/13 for Medicare Medicare revenue for calendar year 2013	\$700,000 \$11,025,000
Average Daily Revenue (\$11,025,000/365 days)	\$30,205
Days in Account Receivable (A/R of \$700,000/\$30,205)	23.17
This says that it takes 23.17 days to collect what is owed by M	ledicare to you
Accounts Receivable balance at 12/31/13 for Anthem Anthem revenue for calendar year 2013	\$730,820 \$8,219,180
Average Daily Revenue (\$8,000,000/365 days)	\$22,518
Days in Account Receivable (A/R of \$950,000/\$21,918)	32.45
This says that it takes 32.45 days to collect what is owed by Ar	nthem to you
By working hard on all the Anthem accounts and knocking dow \$219,180 the days in A/R drop by about 11 days and the pract for the year without doing anything but working on getting th	tice has this extra revenue now

other insurers were paying

Days in Accounts Receivabl	e Ratio
This ratio calculates the average number of days it takes to co	ollect an accounts receivable.
In order to calculate this ratio you need the following two thin 1. The accounts receivable balance at a specific point in time. 2. The revenue generated by the company over a specific per	-
For example, at the end of 2013 Accounts Receivable Balance at 12/31/13	\$1,780,820
Revenue for calendar year 2013	\$24,719,180
Average Daily Revenue (\$24,500,000/365 days)	\$67,724
Days in Account Receivable (A/R of \$2,000,000/\$67,123)	26.30
What this says is that on average it will now take 26.3 days to	collect what is owed to you.

Emblezzlement & How to Prevent It Employee in larger practice is in charge of purchasing fixed assets such as computers and makes big purchases telling the check signer they are for new computers for various departments Employee orders extra computers or equipment and takes home or even has it delivered to another address that appears to be a part of practice and sells after receiving it for discounted prices Manager or physician in charge needs to verify that all equipment that is signed off for matches with checks written

Transaction SubSubGroup		lanuany	February	March	April	May	June	July	2011
Eligibility		January	rediualy	WIDI CII	Арпі	Ividy	Julie	July	2011
	00000826 - NO AUTHORIZATION (OUTPATIENT)	-496	1,619	-94		-15,665		1,562	-13,074
Total: Eligibility	· · · · ·	-496	1,619	-94		-15,665		1,562	
Med.Records									
	00000835 - TIMELY FILING W/O MED RECORDS					-2,881			2,001
Total: Med.Records						-2,881			-2,881
Pt Accting						,			
·	00000260 - CLOSE ACCOUNT	-18							-18
	00000262 - SMALL BALANCE W-O	-57	-85	-140	1	-55	-30	-9	-374
Total: Pt Accting		-75	-85	-140	1	-55	-30	-9	-392
Pt Care									
	00000907 - MEDICARE LCD	-17,168	3,038		10,322	-4,334	-7,914	-3,180	-19,237
Total: Pt Care		-17,168	3,038		10,322	-4,334	-7,914	-3,180	-19,237
Total: Technical Denials		-17,739	4,572	-234	10,323	-22,935	-7,944	-1,627	-35,584
Review A/	R adjustments and writ	e off	repor	ts fo	or w	hich	you	hav	e
	trol over (such as for tin								

d Patient Name		Deposit	0 - 30	31-60	61-90	91-120	120+	
Patient Subtotal		(\$12.00)	\$0.00	\$0.00	\$0.00	\$0.00	(\$12.00)	(\$24
	%	50.00	0.00	0.00	0.00	0.00	50.00	(
Insurance Subtotal		\$0.00	\$16,088.22	\$36.76	\$0.00	\$1,234.32	(\$15.82)	\$17,34
	%	0.00	92.76	0.21	0.00	7.12	(0.09)	
Total	-	(\$12.00)	\$16,088.22	\$36.76	\$0.00	\$1,234.32	(\$27.82)	\$17,319
10(a)								
The section for WPS TriC	% Care for Life (169) c	(0.07)	92.89 ts	0.21	0.00	7.13	(0. 16)	1
		(0.07)		0.21 \$5,402.26	0.00 \$6,937.08	7.13	(0. 16) \$65, 160. 98	
The section for WPS TrC	Care for Life (169) c	(0.07) ontains 105 patier	ts					\$108,416
The section for WPS TrC		(0.07) contains 105 patien (\$8,401.82)	ts \$29,081.10	\$5,402.26	\$6,937.08	\$10,237.13	\$65, 160. 98	\$108,410 \$108,410 \$1,264,913
The section for WPS TriC Patient Total	Care for Life (169) c	(0.07) ontains 105 patien (\$8,401.82) (7.75)	ts \$29,081.10 26.82	\$5,402.26 4.98	\$6,937.08 6.40	\$10,237.13 9.44	\$65, 160. 98 60. 10	\$108,410
The section for WPS TriC Patient Total	Care for Life (169) c	(0.07) contains 105 patien (\$8,401.82) (7.75) (\$15.00)	ts \$29,081.10 26.82 \$1,037,055.70	\$5,402.26 4.98 \$182,468.53	\$6,937.08 6.40 \$2,088.34	\$10,237.13 9.44 \$39,477.73	\$65, 160. 98 60. 10 \$3, 838. 06	\$108,410 ; ; ;;;264,913

Refunds found after 60 days should be refunded immediately

Managing Account Receivables & Impact on Days In A/R

 Invest time up front in counseling patients as to their financial responsibility

 Spend time researching payment assistance programs on behalf of patients to help bridge the financial gap of what is owed for their treatment

- Tools to assist in this process Bobbi Buell's assistPoint at
 - www.assistpoint.com
- ACCC's 2016 Patient Assistance and Reimbursement Guide at www.accc_cancer.org/publications/PatientAssistanceGuide.asp

 Patient balances over 6 months without a payment – Use other billing companies to follow up on collections of these balances without actually putting them into collections

Embezzlement & How to Prevent It

- Employee creates fake vendors and even a fake third party payer
- Employee then generates fake professional looking invoices
- Employee puts the invoice with check for signer along with other checks and signer quickly signs off without any questions regarding the invoice as they look completely legitimate
- Employee then endorses check with company that they legitimately set up and endorsement looks real with stamp from company cashing check
- Check signer should look for companies with similar names (i.e. Aetna vs Aetna, Inc., OfficeMax vs OficeMax, Oncology Supply vs Oncology Supplier)
- Check signer should be well aware of their vendors and payment amounts going out and if payment seems odd ask more questions including calling vendor if necessary
- Never sign a check without a detailed invoice
- If signer has to ask person preparing checks a lot of questions and answers are vague or person seems defensive and/or at times seems to give signer checks right before signer has to leave to go somewhere to quickly get them done and out the door this is a sign of potential problems existing

			-		-				-
All offices									
PROCRIT 60K PROCRIT 40K PROCRIT 20K	BALANCE May 0 0	PURCHASES May 0 4 0	BALANCE May 0 2 0	TOTAL USED May 2 0	J0885	PROCRIT 1K	TOTAL BILLED <u>OUT</u> 80	80	DIFFERENCE
ARANESP 200 MCG ARANESP 300 MCG ARANESP 100 MCG ARANESP 150 MCG ARANESP 500 MCG ARANESP 25 MCG ARANESP 40 MCG ARANESP 60 MCG NEUPASTA 6MG NEUPOGEN 480MCG	7 6 2 0 0 4 9 13 2 7	14 3 8 0 3 0 8 4 4 60 0 1	9 7 5 0 2 0 11 7 25 2 2 3	$ \begin{array}{r} 12\\ 2\\ 5\\ 0\\ 3\\ 0\\ 1\\ 6\\ 48\\ 0\\ 5 \end{array} $	J0881 J2505 J1442	ARANESP 1MCG NEULASTA 6MG NEUPOGEN 1MCG	5400 48 2400	5400 48 2400	C C C
Office Location 1 PROCRIT 60K	INVENTORY BALANCE May	PURCHASES May	NVENTORY BALANCE May	TOTAL USED May			TOTAL BILLED <u>OUT</u>	TOTAL USED	DIFFERENCE
PROCRIT 40K PROCRIT 20K ARANESP 200 MCG ARANESP 300 MCG ARANESP 100 MCG ARANESP 150 MCG	0 1 1 2	4	2 3 1 3	2 0 2 0 3 0	J0885 J0881 J2505 J1442	PROCRIT 1K ARANESP 1MCG NEULASTA 6MG NEUPOGEN 1MCG	80 1500 31 0	80 1500 31 960	(((-96(
ARANESP 500 MCG ARANESP 25 MCG ARANESP 40 MCG ARANESP 60 MCG NEULASTA 6MG NEUPOGEN 300MCG NEUPOGEN 480MCG	1 1 3 8 1 4	1 4 4 32	1 5 2 9 1 2	1 0 5 31 0 2					

Misse			-		-				2
Office Location 2 PROCRIT 60K PROCRIT 40K PROCRIT 20K ARANESP 200 MCG ARANESP 200 MCG ARANESP 100 MCG ARANESP 50 MCG ARANESP 50 MCG ARANESP 50 MCG ARANESP 50 MCG ARANESP 60 MCG NEUPAGEN 300MCG NEUPOGEN 400MCG	INVENTORY BALANCE May 3 2 2 3 1 1 1 1	PURCHASES May 2 3 2 2 20	INVENTORY BALANCE May 2 1 1 2 2 2 9 9 1	TOTAL USED May 0 0 0 3 2 0 0 0 0 0 0 1 1 1 2 0 0 1 1	J0885 J0881 J2505 J1442	PROCRIT 1K ARANESP 1MCG NEULASTA 6MG NEUPOGEN 1MCG	TOTAL BILLED <u>OUT</u> 2260 12 1440	TOTAL USED DIFF 0 2260 12 480	<u>ERENC</u>
Office Location 3 PROCRIT 60K PROCRIT 40K PROCRIT 20K ARANESP 200 MCG ARANESP 100 MCG ARANESP 100 MCG ARANESP 100 MCG ARANESP 500 MCG ARANESP 500 MCG ARANESP 500 MCG ARANESP 500 MCG NCUASTA 6MG NCUASTA 6MG NCUASTA 6MG	INVENTORY BALANCE May 3 3 5 	4	INVENTORY BALANCE May 4 5 2 1 4 3 7 7	TOTAL USED May 0 0 0 0 7 7 0 0 2 0 0 0 0 0 0 0 0 0 0 0	J0885 J0881 J2550 J1442	PROCRIT 1K ARANESP 1MCG NEULASTA 6MG NEUPOGEN 1MCG	TOTAL BILLED OUT 1640 5 960	TOTAL USED DIFF 0 1640 5 960	EREN

Embezzlement & How to Prevent It

- Employee who does payroll submits payroll deposits larger than what is required and then credits the overpayment to tax withholding for themselves
- At year end the employee then files tax return and gets a large refund from IRS legitimately funneling thousands of dollars from practice
- Person typically is a high level person or manager since they are doing payroll and usually payroll taxes are done electronically so that no one sees them to make sure look reasonable
- It is important to look at quarterly detailed payroll reports to quickly look denote at federal and state withholding by employee to see if they all look legitimate
- Someone making \$50,000 with their W-2 showing federal withholding of \$10,000 would be an issue to question
- Tax deposits tend to be a close to the same amount each pay period unless bonuses are generated. Therefore a quick glance at all payroll deposits to see if they seem to be a like is a quick way to see consistency



Todasing on the services is extremely important

O and the set of the				
Contract Ne	edotiatio	n Exan	nple	
	9			
	# OF TIMES			TOTAL
	PERFORMED	COST PER	MEDICARE	REIMB VS
CPT CODE DESCRIPTION	All Insurance	CPT CODE	ALLOWABLE	COST
38221 BONE MARROW BIOPSY	9	357.49	170.19	-1,685.7
99201 Office/outpatient visit, new	1	109.75	43.98	-65.7
99202 Office/outpatient visit, new	1	195.42	75.08	-120.3
99203 NP DETAILED, LOW COMPLEX	46	279.05	109.05	-7,820.0
99204 NP COMPREHENS, MOD CMPLX	252	318.27	165.90	-38,397.2
99205 NP COMPREHENS, HIGH	225	413.33	208.45	-46,098.0
99211 ESTAB PT-NP PHYSCIAN	393	39.64	20.02	-7,710.6
99212 PROB FOCUSED, STRTFWD	674	81.39	43.98	-25,214.3
99213 EXPANDED, LOW COMPLX	1103	115.41	72.94	-46,844.4
99214 DETAILED, MOD COMPLX	2576	184.56	108.34	-196,342.7
99215 COMPREHENS/HIGH COMPLX	1541	280.78	146.24	-207,326.1
99221 H&P/LOW	8	179.09	102.62	-611.7
99222 H&P/MODERATE	159	298.48	138.37	-25,457.4
99223 H&P/HIGH	173	416.65	204.87	-36,637.9
99231 HOSP/PROB FOCUS/LOW	338	89.68	39.33	-17,018.3
99232 HOSP/EXPANDED/MOD	652	147.82	72.94	-48,821.7
99233 HOSP/DETAILED/HIGH	546	210.30	105.12	-57,428.2
96360 IV infuse hydration, initial	41	89.30	57.92	-1,286.5
96361 Each additional infuse hour	82	30.01	15.37	-1,200.4
96365 IV infusion the rapy/diagnost	860	109.53	70.08	-33,927.0
96366 Each additional hr up to 8hr	692	43.86	18.95	-17,237.7
96367 Additional sequential infuse	2370	64.27	30.39	-80,295.6
96368 Concurrent infusion	960	41.20	20.74	-19,641.6
96372 Therapeutic/diagnostic injec	1913	37.72	25.39	-23,587.2
96374 IV push, single or initial dru	16	85.60	57.21	-454.2
96375 Each addition sequential IV	395	39.86	22.53	-6,845.3
96401 Chemo adminisrate subcut/IM	118	90.10	75.08	-1,772.3
96402 Hormonal anti-neoplastic	37	68.47	32.54	-1,329.4
96409 IV push single/initial subst	80	168.64	111.20	-4,595.2
96411 IV push each additional drug	36	101.39	62.21	-1,410.4
96413 Chemotherapy IV one hr initi	1736	230.04	135.87	-163,479.1
96415 Each additional hr 1-8 hrs	1626	60.08	28.25	-51,755.5
96416 Prolong chemo infuse>8hrs pu	53	241.66	140.87	-5,341.8
96417 Each add sequential infusion	820	117.68	62.93	-44,895.0
Total Loss if all patients were reimburse	ed by Medicare rates	for all E&M code	s	-1.222.655.7

			Europe				
Contr	act Nego	itiation	Exam	ipie w	ith An	itnem	
				# OF TIMES	TOTAL	New	TOTAL New
		COST PER	MEDICARE	PERFORMED	REIMB VS	Negotiated	REIMB VS
CPT CODE DES	SCRIPTION	CPT CODE	ALLOWABLE	Anthem	COST-Anthem	Rates	COST-Anthen
38221 BONE MARROW	BIOPSY	357.49	170.19	2	-374.60		-374.0
99201 Office/outpatient vi	sit, new	109.75	43.98	0	0.00		0.
99202 Office/outpatient vi	sit, new	195.42	75.08	0	0.00		0.
99203 NP DETAILED, LC	W COMPLEX	279.05	109.05	12	-2,040.00		-2,040.
99204 NP COMPREHEN	S, MOD CMPLX	318.27	165.90	63	-9,599.31		-9,599.
99205 NP COMPREHEN	S, HIGH	413.33	208.45	56	-11,473.28		-11,473.
99211 ESTAB PT-NP PH	YSCIAN	39.64	20.02	98	-1,922.76		-1,922.
99212 PROB FOCUSED		81.39	43.98	169	-6,322.29		-6,322.
99213 EXPANDED, LOW	COMPLX	115.41	72.94	276	-11,721.72		-11,721.
99214 DETAILED, MOD	COMPLX	184.56	108.34	644	-49,085.68	135.43	-31,639.
99215 COMPREHENS/H	IGH COMPLX	280.78	146.24	385	-51,797.90	182.80	-37,722.
99221 H&P/LOW		179.09	102.62	2	-152.94		-152.
99222 H&P/MODERATE		298.48	138.37	40	-6,404.40		-6,404.
99223 H&P/HIGH		416.65	204.87	43	-9,106.54		-9,106.
99231 HOSP/PROB FOC	US/LOW	89.68	39.33	85	-4,279.75		-4,279.
99232 HOSP/EXPANDED	D/MOD	147.82	72.94	163	-12,205.44	91.18	-9,232.
99233 HOSP/DETAILED/	HIGH	210.30	105.12	137	-14,409.66	131.40	-10,809.
96360 IV infuse hydration	, initial	89.30	57.92	10	-313.80		-313.
96361 Each additional inf	use hour	30.01	15.37	21	-307.44		-307.
96365 IV infusion therapy	/diagnost	109.53	70.08	215	-8,481.75		-8,481.
96366 Each additional hr	up to 8hr	43.86	18.95	173	-4,309.43		-4,309.
96367 Additional sequent	ial infuse	64.27	30.39	593	-20,090.84	37.99	-15,584.
96368 Concurrent infusio	n	41.20	20.74	240	-4,910.40		-4,910.
96372 Therapeutic/diagno	ostic injec	37.72	25.39	478	-5,893.74	31.74	-2,858.
96374 IV push, single or in		85.60	57.21	4	-113.56		-113.
96375 Each addition sequ		39.86	22.53	99	-1,715.67		-1,715.
96401 Chemo adminisrat		90.10	75.08	30	-450.60		-450.
96402 Hormonal anti-neo		68.47	32.54	9	-323.37		-323.
96409 IV push single/initi		168.64	111.20	20	-1, 148.80		-1,148.
96411 IV push each addit		101.39	62.21	9	-352.62		-352.
96413 Chemotherapy IV		230.04	135.87	434	-40,869.78	169.84	-26,126.
96415 Each additional hr	1-8 hrs	60.08	28.25	407	-12,954.81	35.31	-10,081.
96416 Prolong chemo inf	use>8hrs pu	241.66	140.87	13	-1,310.27		-1,310.
96417 Each add sequent	al infusion	117.68	62.93	205	-11,223.75		-11,223.
Total loss for on al	E&M codes from Anthe	m patients			-305,666.90		-242,413.
		Total savings if y	ou negotiate 8	E&M codes as s	hown above		\$63,253.

Embezzlement/HIPAA Violation In My Own Practice

- Clinical Employee would have patient go into bathroom for urine samples or taken into tab where purse was left in exam room and while blood or other samples were being taken clinical employee went into exam room and quickly took credit card or cash out of patient's purse and returned to get patient
- Same employee was using social security numbers from EMR of patients and employees and setting up loans under patient's and employee's names and social security numbers but using her own address. Employee was getting \$10,000 to \$15,000 loans secured just based on ID # and credit of individuals.
- Employee would leave during lunch and would go around to department stores and make large purchases with credit cards including cash withdrawals at the bank within Walmart
- Employee was one of the kindest, friendliest and funniest employees and was loved by everyone
- A background check on this employee would have pulled up a criminal record in a bordering state

d Flags to Watch For Embezzlement

- Employees who become defensive when asked questions about areas they are responsible for
- Employees who take a long time to get back with answers and information to your questions
- Getting financials late all the time or when asking the employee always needs time to prepare when time is not an issue with QuickBooks and other accounting systems on printing things out immediately
- When management or financial/operational issues change to make things tighter watch for anyone that leaves at that time because they know they may now get caught
- **If an employee in the financial/billing part of the practice never takes off time and keeps it all close to their chest not allowing others to help or learn can be a sign of covering up information – Make sure there is a back up and require time off to allow back up to fill in and see that everything is working smoothly in that position**
- Make sure physicians and managers are taught what to look for and have an understanding and enough knowledge of what the person is doing in the specific positions to watch for issues (Look at bank statements every month)
- Do background checks when hiring and check credit scores if employee is going to work in billing or front desk

