

UNIFY HEALTHCARE SERVICES

Case Study & Clinical Revenue Cycle Report

Specialty: Cardiology Billing

Key Metric: 75% Denial Drop

Cardiology Group: 75% Denial Reduction & 165M Aged AR Recovery

EXECUTIVE SUMMARY

Revamped front-to-back revenue cycle operations for a premier cardiology group, slashing claim denials by 75%, accelerating collections by 41%, and recovering 165M in aged receivables

THE CHALLENGE

The practice faced mounting reimbursement denials on cardiac catheterizations, stress tests, echocardiograms, and pacemaker checks Days in Accounts Receivable had ballooned to 78 days, with over 2M stagnating past 90 days due to inadequate pre-authorization documentation and recurring medical necessity disputes

THE SOLUTION

Unify deployed senior cardiology billing specialists who conducted root-cause denial analytics and overhauled procedural coding with accurate modifiers (-26, -TC, -59) We implemented real-time insurance verification for cardiac diagnostics and assigned a focused AR recovery task force to systematically appeal aged accounts

KEY OUTCOMES & RESULTS

- o Reduced procedural and diagnostic claim denials by 75% within six months
- o Compressed average Days in AR from 78 days down to 44 days
- o Recovered 165M in previously stagnant accounts receivable older than 90 days
- o Boosted total net monthly collections by 41% year-over-year

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