



20 Questions to Determine if You Should Outsource Your Billing

With new billing technologies, government requirements, performance measures, and financial concerns, practice administrators and physicians are evaluating what processes and tools will help them to save on expenses and increase revenue. Medical billing is one of the most critical processes to consider.

Here are 20 questions to help you determine if it's time for you to outsource your medical billing.

1. Do I want to focus more on patient care?
2. Am I spending an hour or more a day managing the business and revenue side of my practice?
3. How often am I frustrated with my billing office?
4. Could one, experienced biller handle what's taking several un-trained employees to accomplish?
5. Is it challenging to hire and keep skilled billing staff?
6. Is coding and billing for my specialty especially complex?
7. Do I have a Certified Professional Coder on staff?
8. Is my office manager also my biller, and am I too reliant on my office manager?
9. Are software and IT issues disrupting the running of my practice?
10. Am I paying too much for computer support and IT fees?
11. Is my system more than five years old?
12. Am I planning to invest in new hardware and software?
13. Does my salaried staff spend too much time checking on insurance eligibility and benefits?
14. Am I planning to expand my practice?
15. Is my practice short on space and we can't expand?
16. Is my practice's A/R high -- more than 45 days?
17. Is the number of denied claims increasing?
18. Is our collection rate declining?
19. Is our cost structure high?
20. Are some of our claims not making it to the right payers?

How many of these questions did you answer “yes” to?

If you answered “yes” to five or more, it’s time to consider outsourcing your medical billing.

The benefits of outsourcing your medical billing:

- Focus more on what you do best and what you’re in practice for -- providing health care.
- Leave the constant drain of hiring, training, and management of billing staff to professionals.
- Reduce your overhead and cost structure by reducing staff, salaries and benefits, annual coding and compliance training, and office requirements.
- Reduction in back office admin and operating costs.
- No investment in an expensive billing system.
- Reduced claim denials and errors.
- Increase in your revenue and reducing your A/R days.
- Reliable, certified and experienced billing team that works closely with you and your payers.
- Performance reporting with visibility on your financial health.

Would you like to learn more about medical billing outsourcing and Revenue Cycle Management (RCM) for your practice?

Contact Azalea Health at sales@azaleahealth.com or call 877-777-7686 to speak with an experienced representative.