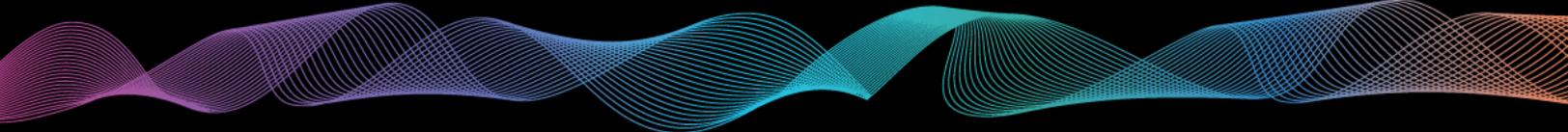


C  R O N I S

— H E A L T H —



When Relationship Builds Stability & Growth + “Stickiness”

How Coronis Health Became Part of Client’s Practice Fabric for All to Benefit



Stats

- Completely streamlined practice operations for \$110K annual savings
- Eliminated unprofitability business lines for \$300K savings annually
- Mitigated risks across practice with enhanced compliance policies and procedures
- Survived pandemic with leadership as “practice manager” together with managing partner; then thrived coming out of pandemic with 17% growth over 2019 and increasing
- Over two years, cleaned up messy financials, operations and policies to gain control of practice with better information, less angst and satisfying transparency.

Company Quick Facts

- Coronis Health serves as RCM partner and Practice Manager with very strong mutual loyalty
- As a large Pathology group, annual revenues will exceed \$16 million in 2021, up 20-25%
- Integrated functionality between practice and Coronis Health with maximum service at lower costs
- High touch with high margin business for maximum mutual benefit
- Best reporting via Coronis’s NextGen system – ever.

Relationships Count

“Relationship is all that counts in our highly specialized, boutique business. Strength of the business in terms of retention of profitable accounts cannot be matched in the industry.

For HPL, from the very start three years ago, the body of Coronis Health has worked to build the foundation of a relationship that will transcend changes and challenges, just like we did in weathering the COVID growth. All of that translates into mutual benefit with Coronis yielding increasing margins as time goes on and as the relationship deepens.

The beauty of our success is that we grow on the back of our clients as we help them grow. Symbiotic.”

President, Coronis Pathology & Diagnostic Medicine

Story

Historically, Hawaii Pathologists Laboratory (HPL) operated with in-house billing, relying on technology and/or some hybrid services that grew out of control, enhanced by ineffective internal management, and challenged “partners” on the outside. After years of wandering the RCM desert, Coronis Health was

connected to the physician leadership of HPS through a current/former client by virtue of “friends and family” in the pathology community. The strength of reputation and relationship literally dropped this very large opportunity into our hands. After some time evaluating the billing operations, it was clear what needed to happen.

Coronis first executed a review of current operations, followed by managing a review of RCM companies, including Coronis Health, to compete for the full outsource of the billing and collections. It was patently clear who would win the bid, but Coronis competed strongly, coming out on top to be privileged with the long-term contract for RCM services. What followed was simply good fortune when HPL names Coronis Health’s practice as their consulting Practice Manager with a contract through 2022 – to start.

From that point forward, Coronis Health and HPL have collaborated on a great many significant priorities that benefit HPL and, by relationship, Coronis. Operations have been revamped within HPL. Transparency has been re-instilled across staff and physicians. Financials are refocused with regular distribution and analysis. Compliance policies and communication has been reintroduced, and the list goes on, such that their consulting Practice Manager visits Honolulu once a month to add whatever value he can to the HPL cause and the relationship between HPL and Coronis.

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