

*Revenue Cycle Management, Reimagined*

## Much More Than Just Revenue Cycle Services

**How Coronis Health Helped One Ambulance Provider Increase Managed Care Contracting Fees by 25%**

**22%**

Outstanding Days Lowered

**25%**

Managed Care Contracting  
Fees Increased

**30%**

Productivity Increased

### Situation

RWJ Barnabas Health began as a small ambulance provider and has grown into one of the largest hospital systems in NJ. Fast forward to today, RWJ has a growing volume of 120,000 ambulance transports and gross revenue of 58 million per year. This case study exemplifies our crucial part in that expansion. We have provided more than Revenue Cycle Services.

## Testimonials

*"We are regarded as their business partner/ consultant due to our years of experience owning and operating one of the largest ambulance operations in NJ. Hospital leadership had added confidence to drive growth and expand ambulance service operations due to our relationship."*

**- Coronis Health**

### Solution

Some of the other expertise we delivered included lowering days outstanding by 22%, ambulance unit hour utilization controls that increased productivity by 30%, and increasing managed care contracting fees by 25%. We also minimized low-revenue transports that could be subcontracted to other providers by 40% and provided clinical documentation training to enhance revenue.

### Results

Today we are enhancing Business Intelligence with Coronis Health expertise that has helped RWJ Barnabas make additional informed business decisions. Other ambulance revenue cycle competitors are not experienced in operating a large ambulance service thus setting us apart from the standard. Our services go beyond revenue cycle services due to our industry experience and situational awareness of ambulance operations.