

*Revenue Cycle Management, Reimagined*

## Coronis Health Helped Increase Revenue by 7% Year-Over-Year for Health System X

How Coronis Health Streamlined Billing and Improved Employee Satisfaction

**\$2.5B**

Increase in Revenue

**\$1,000**

Bed System

**\$34M**

In Outreach Revenue

### Health System X Stats

- 1,000 bed system
- \$2.5 billion increase in revenue
- \$34 million in outreach revenue

### Story

Health System X came to Coronis Health looking to understand and improve its billing capability. Additionally, the lab was concerned about its overall specimen processing process and what could be improved here. The Lab Team had trouble measuring performance and benchmarking—Minimal visibility into billing department metrics. They wondered, How were other systems processing work? What is best practice?

The consensus was 1) we don't feel like we have the expertise, 2) if we can't measure performance, we must have an opportunity to do better, 3) we need to have visibility into how billing is working.

## Testimonials

*"Health System X came to Coronis Lab for support with its laboratory outreach program. The system was looking to improve billing performance, streamline lab processes, and provide better insights and financial data to support the growth of the program."*

**- Coronis Health**

### Results

Coronis Health Laboratory & Pathology offered a unique opportunity to provide industry expertise and billing support to help the client increase their wins.

#### Wins:

- 7% increase in collected revenue year-over-year
- 20 FTE direct staffing savings
- Number of repurposed and open positions canceled due to improved processes in PSCs, Specimen Processing, Pathology, Transplant Medicine, Central Billing Office, and In Vitro Medicine.
- Improved Employee and Patient Satisfaction - Reduced wait times in PSCs and empowered caregivers to focus on caregiving rather than billing tasks.
- Enhanced Financial Analysis: Both Finance and Lab Ops teams have gained access to actionable data with Coronis, which is a consistently noted improvement in helping leadership quickly define and meet objectives.
- Improved Specimen Processing Process: Moved functions to most appropriate areas - moved billing functions to billing.