



ADVANCED SELF PAY STRATEGY

Revco Solutions is always seeking ways to meet our customers' needs by applying our unique capabilities in a flexible approach that returns cash to your organization quicker. To that goal, **we have an innovative Early Out product** that is not a typical commission-based Early Out program. Instead, we deploy our unique data capabilities in a targeted strategy for increased outbound calling, while providing valuable intelligence on your remaining inventory as it moves into the next stage of the AR cycle.

Several **highlights** of our solution include:

- the flexibility to control the collection effort/approach
- short-term in scope, efforts can occur within a one-week period
- ability to control costs by leveraging efficiencies through technology
- quickly liquidating patient accounts with highest probability of payment
- delivers valuable intelligence on your remaining inventory:
 - identifies patients who qualify for presumptive charity
 - provides propensity scoring on every account
 - provides demographic updates
 - updates the hospital's system with real-time notes or a daily notes file

SOLUTION OVERVIEW

We begin by scrubbing your accounts through multiple databases to identify bankruptcy, deceased, or litigious patients, as well as identify cell phones and obtain demographic updates. After these initial data scrubs are performed, **the accounts are scored using Revco Solutions' proprietary propensity-to-pay scoring model**, which is based on our access to over 200 million consumer credit files through Innovis, a national consumer database.

Upon assignment of a propensity score, **Revco Solutions will make outbound calls on the higher scoring accounts utilizing our LiveVox dialer technology**. Working together with our customers, we mutually determine the range of propensity-to-pay segments to be called. Revco Solutions will encourage payments via the hospital's on-line payment portal and negotiate payment arrangements per hospital policies and procedures. By only calling the higher scoring accounts, with the greatest ability to pay, we ensure the highest return on investment for your organization.

Revco Solutions' cost approach to this unique program can be on a **per account basis** and varies depending upon volume, number of calls, whether the hospital prefers to handle the inbound calls when messages are left, or have Revco Solutions representatives handle them, in addition to a few other factors. The key is that our cost structure is simple, fixed, and non-contingency based.

In summary, Revco Solutions has the technology and experienced staff to augment the hospital's follow up efforts on all Self-Pay AR, pre-Bad Debt, to increase cash, reduce costs and improve patient satisfaction.

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