

The Case for Modernizing RCM Technology and Processes

Conquering Outdated Systems, Workforce Gaps, and Billing Complexity in Healthcare

The Hidden Cost of Inefficient RCM Systems

Healthcare is increasingly complex, with hospitals facing the challenges of ever-changing regulations, mounting data demands, and the pressure to address community health needs. At the same time, financial pressures are mounting, and outdated technology adds to the strain with inefficiencies in claims processing, poor integration of new tools, and ineffective reporting.



How can healthcare organizations turn these challenges into opportunities?

The True Cost of Outdated Systems

\$8B A YEAR The cost to healthcare organizations due to confusing EHRs, poor telehealth platforms, ineffective RCM tools, and other bad technology investments¹

Is your revenue cycle holding you back from achieving financial success?

Outdated RCM Systems

84% of healthcare organizations report financial losses due to outdated accounts receivable processes²

70% claim their RCM tech is either outdated or unable to integrate new tools³

Inefficient Claims Management

60% state poor claims scrubbing and denial management capabilities are resulting in lost revenue⁴

Key Challenges



TECHNOLOGY GAPS
Inefficient insurance follow-ups and prioritization.



INSIGHT, TRANSPARENCY, AND REPORTING ISSUES
Lack of actionable reporting negatively impacts productivity and outcomes.



PAYER COMPLEXITY
Navigating convoluted billing and contracts.
» 15% of claims submitted were initially denied, including many pre-approved claims.
» 55% of denied claims by private payers are eventually overturned, costing providers \$20 billion annually in appeals.⁵



AGING WORKFORCE
Decades of institutional knowledge walking out the door. In fact, 2 million workers are expected to leave healthcare by 2029.⁶

With the right tools and strategy, these challenges can become opportunities for growth. Discover how one hospital achieved real results and reduced AR days by 8.

A System Under Pressure Reaches a Turning Point



44% of hospital and health system C-suite executives rank Revenue Cycle solutions as a top 5 priority.⁷ Every day AR lingers, revenue slips further out of reach.

What can hospitals do to stay ahead?



When Hancock Health was facing revenue cycle challenges, despite a team of more than 50 people, they turned to Revology to provide revenue cycle leadership services and a modern insurance follow-up workflow tool to improve revenue cycle performance and increase workforce engagement.

Transforming Workflow with auxo

After initial improvements to systems and processes, Revology implemented Auxo, a proprietary workflow tool designed to help leaders launch workflow strategies quickly and consistently across an entire workflow—without IT intervention. Designed to complement the EHR, Auxo fills in gaps in the system and expands EHR capabilities.



HANCOCK HEALTH USES AUXO TO:

- Maximize efficiency
- Enhance productivity
- Focus on the highest-value claims
- Provide real-time enriches payer claim status
- Categorize insurance balances
- Create custom new claim attributes
- Automate workflow strategy



AFTER 1 YEAR



8 DAYS
improvement in AR days



15.92%
overall improvement in AR



40.47%
improvement in AR > 90



5.5%
cash increase

Benefits Breakdown

TIME SAVED
Faster insurance follow-up.

MONEY RECOVERED
Reduced AR days = improved revenue.

KNOWLEDGE SECURED
Simplified processes = less reliance on manual expertise.

About Revology and Auxo

Revology is a tech-enabled Revenue Cycle Management firm built by a team of experienced revenue cycle professionals. Collectively our team has run all aspects of provider-side revenue cycle for more than 130 health systems so we understand the gaps and pitfalls.

Everything we learned about the industry – and the way it should work – is embedded in our tech. Auxo uses machine learning and analytics, refreshing claims daily to ensure that each day's work is focused on the highest value claims, and to keep your team focused on the activities that align best to your strategy.



See Auxo in action. Request a demo.

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