Lynne Y Gratton, CPPM PCC 2016 Users' Conference



Overview

- Take Away
- Collecting at the front desk
- Statements
- Posting payments
- Follow up
- Collections
- Reports



- What is the Take Away?
 - Learning the importance of the front desk and back office working together to collect money.
 - Tools to help



Personal Collections Pre-Visit

The processes used *prior* to when a patient comes in will impact the quality of your claims, increase TOS payments, and help reduce the amount of collections needed.

In short the Front End functions drive the revenue cycle.



Personal Collections Pre-Visit

- Scheduling
- Appointment Verification
- Billing Department Prep



Personal Collections Pre-Visit: Scheduling





Personal Collections Pre-Visit: elig

- Partner's elig program
 - Use notes for the front desk to see at checkin
 - Self pay \rightarrow TOS discount
 - Verify no new insurance



Personal Collections Pre-Visit: Appointment Verification

- Points to make during appointment verification
 - Verify date, time, and visit reason
 - Remind the patient
 - payment for expected copay & outstanding balances!!!



Personal Collections Pre-Visit: Financial Policy

- Develop a financial policy you share with parents.
- Develop guides to educate patients about guarantor responsibility for personal balances.
- Consider keeping credit cards on file and making this part of your financial policy.



Personal Collections Pre-Visit: Posting Personal Charges

- checkout screens
 - Setup using Charge Screen Editor (csedit)
 - Or work with your Client Advocate
 - Setup form fee posting for the front desk



Personal Collections Pre-Visit: Self Pay Configuration

- Fake Insurance Self Pay
 - Allows the posting charges program to automatically post a self pay adjustment
 - Discuss pros and cons



- Personal statements
 - ebills vs bills
 - Cycle billing
 - Billing messages
 - Finding bills sent in the past



ebill

VS

- Look more professional
- Submit electronically
- Cost per bill
 - \$.79366 first page
 - \$.2235 each addt'l page

bills

- Plain printing, nothing fancy
- Print in your office
- Folding, stuffing, stamping, and time costs
- More control





Pediatric EHR Solutions

Control Your Future[™]

Personal Collections Personal Statements: Diamond Health



- Sending out bills weekly instead of monthly
 - Personal payments come in all month
- Manual cycles
 - Breaking up bills



- Partner Cycle Billing
 - Set your cycle to 28 days
 - Run bills weekly
 - When does an account get a bill?



- Billing Messages
 - Available in ebills and bills, <F6>
 - By billing aging category





Account Billing Notes

- Available in the Family Editor (fame)







Personal Collections Bills: Work with Accounts

New with Release 7.3

 Review accounts before printing or submitting bills!





Personal Collections Bills: Work with Accounts

- Function keys allow you to make changes to the accountReview each bill, then regenerate

	Print Pe	ersonal Bi	lls	– Work	wit	h Acco	unt	s	Generated:			6/20/201	6 11:39am	
	Account	Name	Cu	rrent	3	059	i	6089	ļ	90119		120+		Total
X	Achey, J	leremy	\$	0.00	\$	0.00	\$	0.00	\$	56.00	\$	0.00	\$	56.00
	Acker, F	aul M	\$	0.00	\$	0.00	\$	0.00	\$	486.60	\$	121.00	\$	607.60
	Acord, N	lancy	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	20.00	\$	20.00
	Awwad, D	aniel	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	46.00	\$	46.00
	Back Edit		Correct Post			Previe	ew Hold			Form	So	ort By		
	Account		Mis	takes	Paym	ents		Bill		Bill		_etters		Total



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Personal Collections billlog

Researching previously sent bills billog aka F8 in bills / ebills





Personal Collections billog Bill Log - Bill Batch Listing

	Date	Who	Date Range	Zip Range	Alphabet Range	Bill Agings
Х	05/20/13	lynne	04/01/03-05/19/13	00000-99999	a-z	0,30,60,90,120
	05/13/13	randy	04/01/03-05/12/13	00000-99999	a-z	0,30,60,90,120
	05/06/13	lynne	04/01/03-05/05/13	00000-99999	a-z	0,30,60,90,120
	04/29/13	erica	04/01/03-04/28/13	00000-99999	a-z	0,30,60,90,120
	04/22/13	lynne	04/01/03-04/21/13	00000-99999	a-z	0,30,60,90,120
	04/15/13	erica	04/01/03-04/14/13	00000-99999	a-z	0,30,60,90,120
	04/08/13	lynne	04/01/03-04/07/13	00000-99999	a-z	0,30,60,90,120
	03/25/13	amanda	04/01/03-03/24/13	00000-99999	a-z	0,30,60,90,120
	03/20/13	erica	04/01/03-03/19/13	00000-99999	a-z	0,30,60,90,120
	03/11/13	lynne	04/01/03-03/10/13	00000-99999	a-z	0,30,60,90,120
	03/04/13	randy	04/01/03-03/03/13	00000-99999	a-z	0,30,60,90,120
	02/25/13	amanda	04/01/03-02/24/13	00000-99999	a-z	0,30,60,90,120
	02/18/13	lynne	04/01/03-02/17/13	00000-99999	a-z	0,30,60,90,120
	02/11/13	amanda	04/01/03-02/10/13	00000-99999	a-z	0,30,60,90,120
	02/04/13	erica	04/01/03-02/03/13	00000-99999	a-z	0,30,60,90,120
	01/28/13	lynne	04/01/03-01/27/13	00000-99999	a-z	0,30,60,90,120
	01/21/13	lynne	04/01/03-01/20/13	00000-99999	a-z	0,30,60,90,120
	01/14/13	lynne	04/01/03-01/13/13	00000-99999	a-z	0,30,60,90,120
	01/07/13	randy	04/01/03-01/06/13	00000-99999	a-z	0,30,60,90,120
	Accounts	Accounts				
	Dillod	Not Dilld				



Personal Collections billlog

- Accounts Billed
 - See who received a bill
 - Includes the bill amount
 - View the actual bill sent using F1

-	Bill	Log - Listing of Accounts Billed
	Name	Bill Amount
Х	Achey, Jeremy	\$ 147.00
	Acker, Paul M	\$ 639.60
	Acord, Nancy	\$ 20.00
	Adam, Scott L.	\$ 52.00
	Addington, Jeffrey	\$ 207.00
	View	Sort By Sort By
	Bill	Name Amount



Personal Collections billlog

- Accounts Not Billed
 - See who did not receive a bill
 - Includes why they did not receive one

	Bill Log	- Accounts No	ot	Billed	
Account, Test	(#100000)	Total bal	\$	0.00	is not billable.
Acker, Patricia	(#28)	Total bal	\$	0.00	is not billable.
Adams, Ambrocio	(#1962)	Total bal	\$	0.00	is not billable.
Adams, Herb	(#1348)	Personal bal	\$	3.26	below cutoff \$ 4.9
Beltz, Christopher	(#671)	Total bal	\$	26.81CR	is not billable.
Catalani, John	(#1092)	Flag #4 held	bi	11.	







Personal Collections persview





Personal Collections persview

WORKING WITH *INDIVIDUAL* ACCOUNTS

X	Name Achey, Jeremy Acker, Paul M Acord, Nancy	Current \$ 56.00 \$ 505.60 \$ 0.00	\$ \$ \$	3059 0.00 102.00 0.00	\$ \$ \$	6089 0.00 0.00 0.00	9 \$ \$ \$ \$	$ \begin{array}{r} 0119 \\ 0.00 \\ 0.00 \\ 0.00 \\ 0.00 \end{array} $	120+ \$ 0.00 \$ 0.00 Work Wi	Total \$ 56.00 \$ 607.60 th All lets
	Adam, Scott L. Adams, Herb Addi Many function	\$ 0.00 \$ 0.00 on keys	\$ \$ \$	52.00 0.00 0.00	\$ \$ \$	0.00 0.00 0.00	\$ \$ \$	0.00 0.00 0.00	you run c for all a lis	commands accounts ted
	Afto Albe Alti each accoun one progr	review t from am.	\$ \$ \$	0.00 0.00 0.00	\$ \$ \$	$0.00 \\ 0.00 \\ 0.00$	\$ \$ \$	0.00 0.00 0.00	\$ 0.00 \$ 10.00 \$ 76.00	\$ 60 \$ 00 \$ 00
	Alvian, menuer Anderson, Debra Andrews, Josephine	\$ 31.96 \$ 0.00	07 07 07	0:00	4 400	0.00 0.00 00	\$ \$ \$	0.00 1.80 0.00	\$ 293.00 \$ 43.20 \$ 150.00	\$.00 \$.96 \$ 1 .00
	Angle, Wenshing Annunziata, Kimber Archer, Brad	\$ 0.00 r\$ 0.00 \$ 0.00	\$ \$	0.00 0.00 0.00	47 49 47	0.00 0.00 0.00	+ 07 A7	0.00	\$ 30.00 \$ 92.00 \$ 112.00	\$ 2.00 \$ 2.00 \$ 112.00
	Main Edit Menu Account	Refund	I	Pam		Dayshe Histor	et Y	Form Letters	Print One Bill	Work With All



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Personal Collections Payment Plans

- Setting up a payment plan
 - Create a form letter explaining their responsibilities
 - Update the Budget field in fame
 - Give them a flag so you can easily review the accounts on a payment plan to verify they are paying



Personal Collections persview



Springfield Pediatrics 100 Main St Springfield, VT 12345

HOMER AND MARGE SIMPSON

الاستابات السابلين المتعادية والمتالية المتعادية المتعادية

90-119 \$ 0.00 \$ 0.00

Please check box if above address is incorrect or insurance information has changed, and indicate change(s) on reverse side

STATEMENT

PLEASE DETACH AND RETURN TOP PORTION WITH YOUR PAYMENT

120+ Total 0.00 \$ 93.00 0.00 \$ 0.00

ATE DESCRIPTION OF SERVICES	CHARGES	PAYMENTS	INS DUE	PATIE	NT DUE
aggie Simpson (Dr. Nick Riviera, Office) 10/24/02 OV Detailed H&E 10/24/02 Ins Pmt Aetna	\$ 85.00	\$ 50.00-	\$ 0.00	\$	35.00
art Simpson (Dr. Julius Hibbert, Office) 10/24/02 OV Problem Focused 10/24/02 Ins Pmt Aetna	\$ 48.00	\$ 20.00-	\$ 0.00	\$	28.00
isa Simpson (Dr. Julius Hibbert, Office) 10/24/02 OV Expanded Focus 10/24/02 Ins Pmt Aetna	\$ 60.00	\$ 30.00-	\$ 0.00	\$	30.00
					La
					1
					He

60-89

0.00

Add the Budget Amt in fame and it appears on personal bills as the due field.

2013

2013

2013

2013

5

20,

ast Service: Ju t Bill Sent: JI st Pers Pmt: J ast Ins Pmt: Bill Til \$ 93.00 Budget Amt: You Owe: \$ 93.00



Pediatric EHR Solutions

AGING

Personal

Insurance Medicaid

0-29 93.00 0.00 0.00

30-59

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Personal Collections persview Last payment



Personal Collections notify

- Notify allows you to send account balance information.
 - Hello this is Pediatric Associates calling. Our records indicate that your account is more than 60 days overdue. Please call our office at 800-722-1082 to arrange payment today. Thank you!



Personal Collections Collections

- Sending an account to collection agency, two options
 - Adjust off charges
 - Pend charges to Agency
- Regardless of option selected above:
 - Print charge information for collection agency



Personal Collections Collections: Adjusting Charges

- Run Post Personal Payments (pam)
 - Find account
 - Post Bad Debt/Collection Adjustment and link to charges being sent to collections
 - Add Collection flag to account
 - Update account notes



Personal Collections Collections: Adjusting Charges





Personal Collections Collections: Adjusting Charges

- When you receive a payment from the collection agency do one of the following two options, then add a note in fame.
 - Delete the bad debt adjustment you posted and post the payment using a payment type that indicates the payment was from a collection agency.
 - Post a "Collection Income" adjustment in the refund program and then post a Collection Payment against that adjustment using pam.



- Partner configuration needed for this option
 - Add "Collection" as an insurance group
 - Add "1. Collection Agency" as an insurance company
 - This makes it easier to find in oops



- Go into Correct Mistakes (oops) for this account and change the charges to pend the 1. Collection Agency
 - Add Collection flag and notes to the account







08/06/12					
58) PC John Thomas 99393 Well Child 5-11 V70.0) 12/31/13 Personal Check Payment #1234) 02/07/12 Claim (from Others) to enhance	C C	С	95.00 14.14	80.86	
 68/07/12 Claim (from Other) to endods 08/06/12 Other claim batched 62) P John Thomas 94375 Respiratory Flow 493.81 08/07/12 Claim (from Other) to endods 	С	С	28.00	28.00	
 08/06/12 Other claim batched 08/06/12 Other claim batched P John Thomas 94010 Spirometry Simpl 493.81 08/07/12 Claim (from Other) to enbcbs 	С	С	70.00	70.00	
<pre>) 08/06/12 Other claim batched 68) P John Thomas Same 737.30) 08/07/12 Claim (from Other) to enbcbs</pre>	С	с	0.00	0.00	
) 08/06/12 Other claim batched 71) John Thomas 00000 Bonus Fee –	Ν	Ν	0.00	0.00	
Personal: \$ 52.10 Insurance: \$ 482.00 Medicaid: \$ 0.00 Correcting John Canning (# 1). There are 193 more items. Type item numbers to edit:	Ty	pe ir the c	n the num harges go Collectior	bers for ing to າ	r
Enter Enter Claim ID Date	l	Jse t	OR he new fu keys!	nction	
Pediatric EHR Solutions		Con	trol Your F	uture™	









- Use insaging and inscoar to review charges pending the "1. Collection" insurance company.
- Post payments using pip
 - Leave balance pending "1. Collection" or adjust off
- Update notes on the account in fame
 - Post a follow up to the original note



Personal Collections Collections: Other Reports

- Smart Report Suite (srs)
 - Billing & Collections Reports
 - Accounts with Credit Balances
 - Collection Worksheet for Appointments
 - Copay Collection Ratio
 - Insurance Eligibility Report
 - Insurance Eligibility Report for Same Day Appts



Personal Collections Review

- Pre Visit
 - Scheduling
 - Appointment Verification
 - Billing Department Prep



Personal Collections Review

- Configuration
 - Self Pay Insurance Configuration
 - Charge Screen Configuration
 - SNAP codes
- Posting Charges



Personal Collections Review

- Personal Collections
 - Send personal bills
 - Post payments
 - Work Personal A/R
 - Sending an Account to Collections
 - Reports



Personal Collections learn.pcc.com

http://learn.pcc.com/program/partner/personalbilling/



- Questions?
 - At 1pm this afternoon head to the Collection Roundtable for more discussion with myself and Romni.

