

OUTSOURCING YOUR Revenue Cycle Management



A Guide for Specialty Practices



WHY PRACTICES LIKE YOURS Choose NewportMed

Outsourcing your Revenue Cycle Management (RCM) to NewportMed means unlocking your practice's full potential. Our proactive approach delivers dramatic improvements in cash flow, reducing denial rates to less than 5% and accelerating revenue. With over 20 years of specialty-specific coding expertise and automation, we streamline workflows, allowing you to focus on patient care without losing control of your revenue cycle.

YOUR SUCCESS IS OUR SUCCESS

25%+

Revenue Increase

Average performance boost within a six-month timeframe.

<5%

Denial Rates

Achieving superior claim acceptance with minimal overall denials.

-15%

Days in A/R

Shortening A/R cycles for better capital management.



WHAT'S HOLDING YOU BACK

Common Concerns

Loss of Transparency

Worried about losing visibility into your revenue cycle? NewportMed ensures complete transparency by providing 24/7 access to real-time data through customized dashboards. You'll have a clear view of every claim, payment, and performance metric, empowering you to stay informed and in touch with your practice's financial health.

Loss of Control Over Billing Processes

Outsourcing doesn't mean giving up control. With NewportMed, you will have a dedicated account manager who acts as an extension of your team. From regular updates to personalized support, we keep you informed and involved, ensuring every decision aligns with your practice's goals and priorities.

Revenue Loss During Transition

Switching to outsourced RCM shouldn't mean disruption of your cash flow. That's why NewportMed's proven onboarding process is designed to maintain revenue generation from day one. We rigorously test workflows, ensure seamless integration, and provide ongoing support to protect your financial stability during the transition.

Thanks to NewportMed's expertise and proactive guidance, the process of switching to NewportMed was seamless and efficient. This transition significantly improved our billing processes and set a strong foundation for ongoing financial stability.



JEREMY EALAND, C.E.O.

Sierra Pacific Orthopedics Consultants

SIGNS IT'S TIME TO OUTSOURCE

Is Your Practice Ready?

Growing Patient Volume and Locations

As your practice grows, so do billing and revenue management complexities. Increased patient volume and multiple locations can strain your in-house team. NewportMed scales seamlessly with your growth, providing the infrastructure and expertise to handle high volumes without sacrificing efficiency or accuracy.

Persistent Cash Flow Issues Despite Internal Efforts

If cash flow remains unpredictable despite your best efforts, it's a sign your revenue cycle needs a fresh approach. NewportMed's proactive strategies optimize claims management, accelerate reimbursements, and reduce days in A/R, ensuring your practice achieves financial stability and consistent revenue.

Rising Denial Rates and Administrative Burdens

Frequent claim denials and mounting paperwork can overwhelm your staff and hurt your bottom line by creating bottlenecks and back logs. NewportMed's specialty-specific coding expertise and advanced denial management strategies reduce denials to approximately 5%, freeing your team to focus on patient care and critical priorities.

TOP 3 SIGNS OUTSOURCING Can Benefit Your Practice

In-house team struggles with growing patient volumes & operational demands.

Cash flow remains unpredictable despite internal process improvements.

High denial rates and administrative tasks affect your team's productivity and morale.

FROM IN-HOUSE TO OUTSOURCED

Step-by-Step with NewportMed

A structured, step-by-step approach ensures a smooth transition while delivering measurable results. This guide walks you through what to expect during onboarding, from the initial setup to long-term process improvement.

Step 1: Operations (First 30 Days)

The first 30 days are all about setting a solid foundation for success.

Process Initiation: Transitioning critical data and integrating NewportMed's systems with your practice workflows.

Data Input Focus: Collecting and validating patient records, payer information, and historical claims.

Operation Awareness: Conduct collaborative meetings to align with your practice's goals, challenges, and unique needs.

Step 2: Steady State (30-60 Days)

By the second phase, your RCM operations start to stabilize and optimize.

Operational Excellence: Refining workflows for seamless collaboration between your team and NewportMed.

System and Data Validation: Ensuring all systems function correctly and claims are submitted accurately.

KPI & TAT Targets: Establishing benchmarks for metrics such as denial rates and Turnaround Times (TATs).

Step 3: Coding & Analytics (90 Days)

At 90 days, NewportMed shifts focus to deeper analysis and optimization.

Coding Feedback: Identifying errors and improving specialty-specific coding for reduced denials.

Billing Overview: Analyzing billing practices and payer trends for enhanced claim success.

Ongoing Monitoring: Providing actionable insights through continuous financial data analysis.

Step 4: Process Improvement (120 Days)

This phase focuses on continuous improvement to maximize your financial outcomes.

A/R Reduction: Shortening accounts receivable (A/R) cycles to improve cash flow.

Refining Appeals: Streamlining processes for denied claims to secure additional revenue.

Actionable Data: Delivering regular, data-driven recommendations to keep your practice thriving.

THE ULTIMATE RCM PARTNER

What to Look For

Specialty-Specific Expertise

We understand that no two specialties are the same. Whether you manage neurosurgery, cardiology, or orthopedics, our team brings deep expertise in specialty-specific billing and coding. This ensures accurate claims, compliance with payer requirements, and maximized reimbursements tailored to your practice's unique needs.

Proven Results in Claim Acceptance and Revenue Improvement

Our results speak for themselves: a 98% claim acceptance rate, an average revenue increase of 25% within six months, and a 15% reduction in days in A/R. With NewportMed, your practice benefits from measurable improvements that directly impact your bottom line and financial health.

Transparent Processes and Accessible Data

Transparency is at the core of what we do. NewportMed provides 24/7 access to real-time data through customized dashboards, keeping you informed at every step. From claims tracking to performance metrics, you'll have complete visibility into your revenue cycle, empowering you to make confident, data-driven decisions.

I've been extremely impressed with your knowledge of my specialty and expertise in coding nuances. Your understanding and involvement have been invaluable.



RICHARD KIM, M.D., M.S.
Sports and Spine Center

10 ESSENTIAL QUESTIONS

to Ask Potential RCM Partners

- 1 Do you have experience with my specialty's unique billing and coding requirements?
- 2 What metrics do you track to measure success?
- 3 Can you share client testimonials or case studies?
- 4 How do you handle technology integration with my existing systems?
- 5 What is your approach to reducing claim denials?
- 6 How do you ensure compliance with payer regulations and HIPAA standards?
- 7 What level of transparency can I expect in reporting and communication?
- 8 How do you manage prior authorizations to avoid delays?
- 9 What happens if the partnership doesn't meet my expectations?
- 10 Do you provide ongoing support and staff training to ensure success?

FREQUENTLY ASKED QUESTIONS

Your Concerns Answered

Transitioning from in-house, or a sub-par vendor, to a new outsourced RCM partner is a significant decision, and it's natural to have questions. Here are 10 common questions practices ask before partnering with NewportMed—and our answers:

1 What does the transition timeline look like?

The transition process typically takes 90 days, during which we handle everything from onboarding to workflow integration. We ensure minimal disruption and maintain revenue flow throughout.

2 How do you ensure compliance with coding and regulations?

Our team stays updated on all payer requirements and regulatory changes, including HIPAA and CMS guidelines. We use advanced tools to ensure coding accuracy and compliance for every claim, as well feedback to improve compliance documentation.

3 What happens to my existing billing team?

Outsourcing doesn't mean replacing your team. We collaborate with your staff to enhance workflows and let them focus on higher-value tasks, like patient engagement and practice growth.

4 Will I lose visibility into my billing processes?

Not at all. NewportMed provides 24/7 access to real-time data through customized dashboards. You'll have complete transparency into claims, payments, and key performance metrics.

5 How do you handle denials?

We take a proactive approach to denial management. Our team identifies root causes, corrects recurring issues, and appeals denied claims quickly to maximize reimbursements.

FREQUENTLY ASKED QUESTIONS

Your Concerns Answered

6

Can you integrate with my current EHR and billing systems?

Yes! We specialize in seamless integrations with time-tested platforms and vendor partners. This ensures a smooth transition without disrupting your operations.

7

What if the partnership doesn't meet my expectations?

We're committed to your success. If you're not satisfied, we'll work closely with you to address any concerns. Our partnership agreements are designed to build trust and deliver results.

8

How will outsourcing impact my cash flow during the transition?

NewportMed's onboarding process is designed to maintain revenue flow from day one. We perform rigorous pre-claim testing and system validations to ensure no delays in reimbursements.

9

Do you have experience with my specialty?

Absolutely. Our team has deep expertise in specialty-specific billing, including diagnostics, cardiology, orthopedics, and gynecologic oncology. We understand the nuances of your field and tailor our approach to your practice's needs.

10

How do you measure success for my practice?

We focus on metrics that matter:

- Denial rates (targeting <5%)
- Days in A/R (reducing by 15% or more)
- Revenue growth (25%+ within six months)

We provide regular, detailed reports so you can track progress and see the impact firsthand.

HEAR FROM THE PHYSICIANS

Who Know Us Best

It has been refreshing to deal with a company that has honesty and integrity that I rarely see in this setting.



FIKRET ATAMDEDE, M.D.

Gynecological Oncologist

NewportMed has repeatedly demonstrated professionalism and attention to detail on every single claim, as well as the willingness to educate and work with our entire team.



YING CHI, M.D.

Hand Surgery Specialist

We appreciate how responsive you guys are and I love the aggressive approach I'm seeing, you guys are killing it.



MORGAN TAYLOR, M.D.

Gynecological Oncologist



READY TO GET STARTED? Let's Talk About Your Goals

Schedule a call with our NewportMed consultant to see how we can transform your revenue cycle.

Contact us today!

Schedule a call:

Phone: (800) 865-2490

Email: josh@newportmed.com

Website: newportmed.com



Your Partner for Greater Financial Health

NewportMed is one of the most transparent and organized groups I have worked with, turning a very complicated process in to an easy-to-follow and seamless experience. I recommend them without any hesitation. Thank you for all your hard work.



RAFFI CHALIAN, M.D.

Gynecology & Oncology

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