A Full-Fledged Financial System with Machine Learning Capabilities and Premium Business Intelligence for Optimal Revenue Performance

In today's complex healthcare environment of increased regulation and controversial fee schedule changes, many diagnostic service providers are facing significant reductions in reimbursements. Meanwhile, aggressive competition, the explosion of new tests and patient monitoring devices, restrictive payor policies, and new value-based care plans lend their own upheavals to the market.

For diagnostic providers to succeed in the new paradigm, they must have the technology that will enable them to maximize revenue opportunities, reimbursements, and operational efficiencies while meeting regulatory requirements and building strong relationships with both their clients and patients. A future-proof infrastructure is a critical success factor that will allow them to extend their role within the healthcare ecosystem.

XIFIN RPM is the only machine learning-enabled RCM with full referential integrity, balancing client accounts to the penny each month and delivering financial data to their general ledger.

XIFIN's comprehensive revenue cycle management solution, XIFIN RPM, is designed to meet the needs of complex, high-speed, high-volume healthcare diagnostics environments. XIFIN RPM optimizes billing and accounts receivable practices, intelligently automates billing workflow, facilitates medical claim filing, and reduces regulatory compliance risk. XIFIN RPM is the only machine learning-enabled RCM with full referential integrity, balancing client accounts to the penny each month and delivering to their general ledger GAAP and Sarbanes-Oxley compliant financial data that conforms to FASB reporting

requirements. The solution is secure and interoperable with other internal and external systems. Plus, its extensive set of managed services minimizes the burden on your payor relations, billing, administrative, and IT staff, while ensuring maximum benefits from the system. Or, if you prefer, outsource your billing to XIFIN and let our experienced professional services group work for you.

Maximize Operational Efficiencies with Automated Workflows and Business Rules

XIFIN RPM is designed for operational efficiency through intelligent automation of workflows that maximize clean claims up front and minimize exceptions. That way, most claims flow efficiently through the system with no human intervention. Then, the reduced subset of exceptions can be addressed in a manner that is both timely and ensures maximum reimbursements.

Manual processes often result in inconsistencies, oversights, and errors resulting in unpaid, partially paid, or rejected claims, and individual clerical decision making can potentially put your laboratory at compliance risk. XIFIN RPM allows diagnostic providers to put payor-specific automation and business rules in place that create uniform, best practices-based processes and eliminate situational decision-making. Timely clean claims are submitted up front, accelerating and maximizing reimbursement and minimizing the need to resolve issues on the back end.

Optimize Billing and Maximize Receivables with Unparalleled Managed Services

Another way XIFIN RPM maximizes operational efficiencies—while optimizing billing and maximizing receivables—is through its cloud-based technology platform and extensive set of managed services. We maintain the technology infrastructure

and update it regularly. In addition to updating the software, we keep up with payor edits, regulatory modifications, and other changes, freeing your staff to do what they do best—running your business. Our unparalleled level of service is essential to ensuring that you are able to bill and collect everything due to you, as quickly and efficiently as possible.

XIFIN RPM's managed services include maintenance of data logic—such as ICD-9/10 and CPT codes, LCDs, NCDs, ZIP Codes, Medicare and Medicaid fee schedules, remittance advice and adjustment codes, compliance logic—daily processing, and management of online submissions. We have a policy of 100 percent reconciliation—our team works directly with health plans to resolve rejected claims, while our Client Success Managers conduct quarterly assessments to ensure your workflow practices are optimized for maximum efficiency and revenue performance.

Some of the other ways XIFIN RPM's managed services work for your business include:

Payor Relations: With more than 3,000 payors, it's virtually impossible for a single provider to keep up with them all. XIFIN's Payor Relations team monitors changes, updates the system, and ensures you are always in compliance. As your advocate, if the XIFIN team identifies a problematic

payor change, they'll raise their concerns with the appropriate parties, and advocate as necessary on your behalf.

Electronic Data Interchange: XIFIN's Electronic Data Interchange team is responsible for securely moving relevant files back and forth between payors and clients, ensuring everything is tracked and correctly reconciled, and loading it back into the system at the line item level.
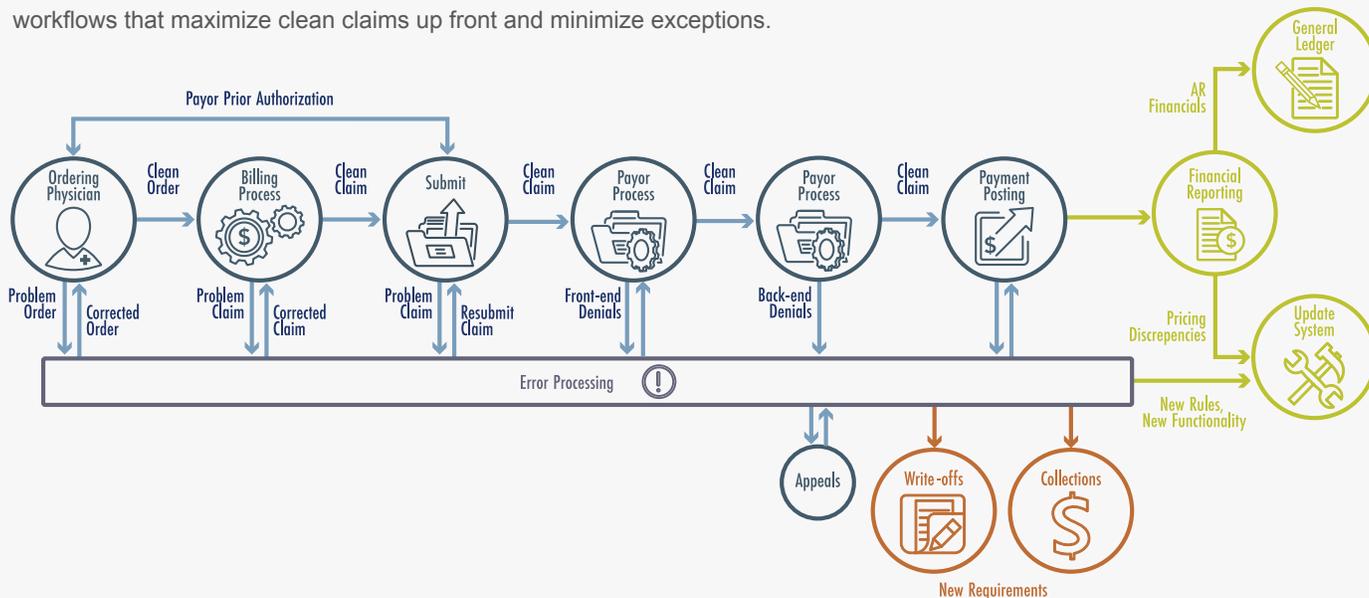
XIFIN's Portals and Web Services Provide physicians, patients, and internal and external service providers timely, direct, and secure access to information they need. Not only does this improve communication and foster strong relationships, it also keeps you in compliance with both information-sharing requirements and HIPAA.

Gain the Financial Visibility You Need and Take Action to Maximize Your Reimbursements

Billing data is hard to work with; one must really understand the data model and the type of information needed. That's why so many bolt-on business intelligence solutions fail. But XIFIN understands the complexities of this information and we have designed our enterprise-grade data warehouse to accurately

XIFIN RPM Workflow

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and meaningfully capture and organize the information into subjected-oriented data sets that allow next-generation analytics.

XIFIN RPM's powerful business intelligence visualization and analytics capabilities maximize your reimbursements by putting your organization's richest available data set—financial and billing information—right at your fingertips. With this information, you'll be able to precisely measure results, compare them to industry benchmarks and make business decisions, and correct course.

XIFIN RPM leverages both world-class, machine learning-enabled business intelligence, analytics, visualizations, and an unparalleled data, analytics, visualizations warehouse so at any point in time, organizations can check the performance of a given client or set of clients. Then, based on the actual numbers, they c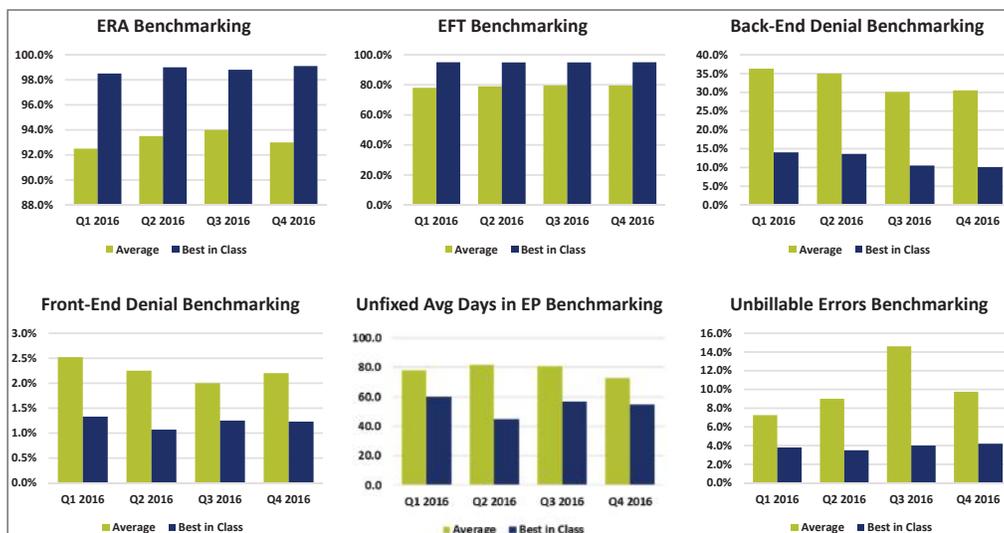an determine precise, month-to-date revenues. By applying machine learning and other statistical techniques, diagnostic provider data sets can be enhanced and analyzed to uncover hidden insights that could suggest optimized workflows, the most effective error processing actions, or more accurate and timely financial forecasts based on actual reimbursements.

Most billing systems can show gross billings or extrapolate a percentage of billed charges. Only XIFIN RPM, with its real-time, easily customizable reporting capabilities and dynamic, interactive dashboards, allows diagnostic service providers to access up-to-the-minute operational performance and revenue recognition information. And XIFIN RPM reports are available wherever and whenever you need them. Not only can reports be scheduled to run and be delivered to the appropriate person or organization, sales reps can pull them up on their mobile device at a moment's notice in order to view current and historical account data before visiting a client.

Extending Laboratory's Participation in the Healthcare Ecosystem

The healthcare paradigm is rapidly changing—the industry is moving toward value-based and patient-centered coordinated care models. Not only do these require more interaction and greater communication with multidisciplinary teams, they also mean increased patient involvement.

Laboratories and diagnostic companies that have the right infrastructure and solutions in place to meet the demands of the new paradigm will be best positioned for the future of healthcare—no longer merely a test provider or medical device company, but a data and insights provider. Through technology, they can strengthen their relationships with providers, provide better clinical decision support, and collaborate with multidisciplinary teams.

XIFIN RPM is more than just a billing system. As a comprehensive diagnostic provider revenue cycle management solution, XIFIN RPM will help your organization optimize billing and accounts receivable practices, automate billing workflows, manage medical claim filing, and intelligently reduce regulatory compliance risk, so your organization can thrive in today's increasingly complex and competitive business environment. Equally important, XIFIN RPM is designed to help laboratories and diagnostic service providers succeed in the new paradigm, by not only maximizing operational efficiencies, reimbursements, and revenue opportunities, but also by delivering business intelligence and analytics to support regulatory requirements. In addition, XIFIN RPM enables our customers to extend their participation in the healthcare ecosystem by building strong relationships with their clients, payors, regulators, and patients.

XIFIN®

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