

Improve Your Bottom Line with HST's Anesthesia Solutions

HST PATHWAYS' CLARITI SOLUTION FOR ANESTHESIA

- Integration with the facility's scheduling system and provision of data to anesthesia provider's clinical and financial systems.
- Patient estimation and verification of insurance benefits, including progressive estimation by creating a facility estimate in advance of calculating the anesthesia payor and patient financial responsibility.
- Industry leading 98% estimate accuracy.
- Fully integrated texting, email, and phone communications with the patient, typically reaching 85% of patients electronically.
- Compliance with the No Surprises Act and unique state level requirements.
- Completely automated process that requires minimal staff involvement.
- Connection to your preferred credit card service.
- Analytics and reporting available, including visibility into upcoming revenue.
- Our Patient Engagement Center is optionally available to follow-up with patients who have not paid to suggest payment or answer questions, offering an elevated level of patient education and customer service on behalf of the anesthesia group.

"You've broken the 4-minute mile."

- Executive, Envision Physician Services

"I've been impressed by this whole process. The level of patient engagement is tremendous. The actual encounters your team is having with patients is very meaningful. This takes a real load off patients' minds when they can understand their anesthesia bill to this extent. The patient engagement is very personal and generates a much more satisfied patient."

- Executive, Northstar Anesthesia





WHY USE HST PRICE TRANSPARENCY?

- **Pre-Service Collections** - Based on the data at six ASC focus sites for a national anesthesia group, the average monthly patient responsibility was \$25,454 per month. The group reported last year a self-pay collection rate of 22%. Our automated system achieved 35% upfront collections, or \$7,632 per location, versus no upfront payments prior to HST Price Transparency.
- **Post-Service Collections** - Studies have shown that patients who understand their financial responsibility in advance are more likely to pay post service versus those who were not made aware.
- **Time to Close Accounts** - Upon implementing HST Price Transparency, a large national anesthesia provider reported that average time to close patient accounts was reduced from 90 to 30 days.
- **Follow-up Billing Costs** - Based on the national average of 35% of patients paying pre-service, anesthesia groups typically save an additional \$31.28 in statement costs and \$57.12 in collection fees, or \$88.40 per patient, not including staff time or third-party agency fees.
- **Reduced Denials** - Clean claim rates improve based on HST Price Transparency's verification of all patient insurance information and coverage in advance of service.
- **Data Provision** - Our anesthesia providers value the electronic patient and case information we provide in advance of service to drive their clinical, scheduling, and financial systems. Integration costs are reduced, and data entry errors eliminated.
- **Stakeholder Satisfaction** - Surgeon, facility, and patient satisfaction increase, supporting the anesthesia group's position as a patient-focused business partner. The patient feedback is overwhelmingly appreciative of the effort to educate and inform them about their anesthesia bill.
- **Compliance** - The anesthesia group will be in full compliance with the No Surprises Act and current state level requirements as part of our guaranteed compliance when using HST Price Transparency. Our Co-Provider Inquiry screen also supports convening providers with anesthesia estimates upon request.

Based on our analysis, we believe that HST Price Transparency will have an **immediate and positive return on investment of 3-5X** and cover the monthly investment in the first week of every month.

“Where were you when I was running anesthesia revenue cycle teams?”

- National anesthesia consultant

