

How to Know When to Outsource Medical Billing



Medical billing and coding is a complicated but necessary process for every medical practice. While it's natural to want to keep revenue operations close to the chest, there may come a point where outsourcing billing is the most practical choice for your practice.

Metrics to Track:

- **Net Collections:** Before deciding to outsource billing, make sure that your practice's revenue collection can support the cost of an RCM service.
- **Patient and Claims Volume:** The easiest way to know if your practice is ready to outsource billing is if your staff cannot keep up with the volume of claims you're receiving. It's a good problem to have, but it also indicates help may be needed.
- **Number of Days in AR:** If anything stays in AR for 50 days or more, there is a problem that needs to be addressed. Aim for 30 to 35 days, or seek a service to get you there!
- **Clean Claims Rate:** A clean claims rate below 85% means your RCM strategy needs to be adjusted.
- **Denials Rate:** A denials rate over 10% indicates that your RCM workflows are not effective enough.

Key RCM Service Features



CPT Certified Coders



Medical Billing Expertise



Dedicated Account Manager and Support Staff



Key RCM Service Features