OBSIDIAN
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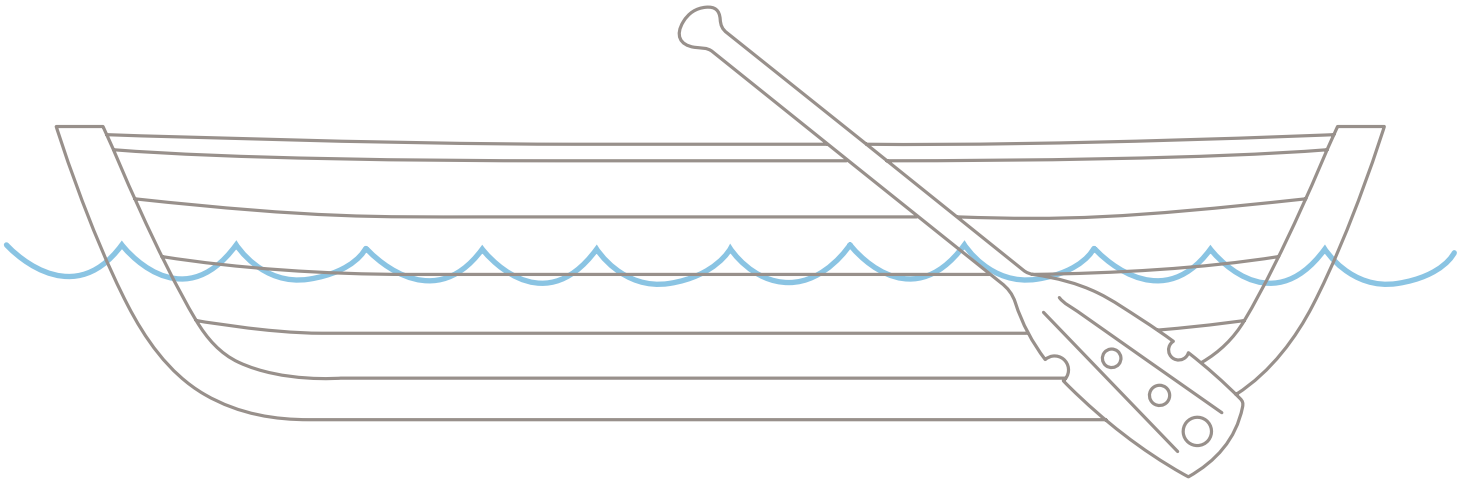
Gain the Insight that Adds Purpose to Your Process

Once you see that you are not getting where you want to be, what next? We've been there too: watching the guys with more resources get ahead. They are still fighting the same currents you row against, but they may have a bigger boat. We got tired of patching holes and bailing water, so we decided to think outside the boat. We deliver analytical tools specifically designed for you and your budget. Obsidian levels the playing field so you can focus on moving ahead.

Obsidian is the bridge that simplifies your revenue cycle by making sure you don't have to fight against the current. With Obsidian, you can:

Streamline revenue realization

Reduce days in accounts receivable

Increase cash

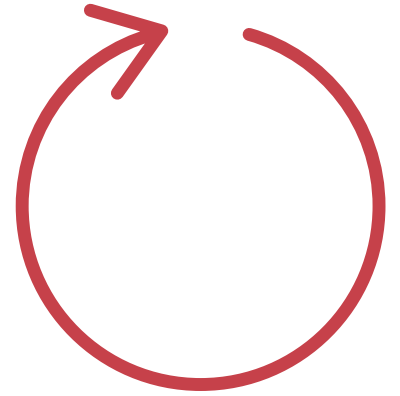Eliminate denials and black hole accounts

Optimize operations of revenue cycle results, vendors, and staff

" More Opportunity in Your Revenue Cycle "

We can attribute all the following results to Obsidian: 1) Reduction in AR Days, 2) Increase in cash collections (daily/weekly/monthly), 3) Reduction of denials, 4) Reduction in cost of IT support to the revenue cycle, 4) Elimination of black hole accounts — Revenue Cycle Director

How on Earth Can Revenue Cycle Management Be Simple?

We're glad you asked. We know the challenges, and they seem daunting. You row against it every single day.

First off, you have always done things a certain way and wonder if it can really change. That's why patching a leak mid-stream won't do. You need something innovative to get ahead.

How do we do this? We bring all facets of your operations together. Instead of each department working in a vacuum, we connect all your metrics to unify your revenue cycle. By bringing each individual and function together, you eliminate silos and get people talking enabling you to see things you haven't seen before. That's real learning that empowers you to actually solve real revenue cycle problems and stay focused on ensuring compliance and maximizing reimbursement. That's what clean and simple means.

❝ Simply More Connected ❞

Obsidian is easy to use, so (in addition to AR Management) we set up specific reports for the Revenue Integrity Manager, reports that would help the Medical Records department in identifying unbilled/no diagnosis accounts, Patient Access to identify accounts that have been diagnosed, but have not moved on in the cycle due to errors. — AR Manager

Obsidian has been very effective and allowing various units within the Revenue Cycle department to communicate on accounts changes and allowed them to increase cash due to timely follow up on claims. — Revenue Cycle Director

We know what you're thinking. Sounds great, but…

Let Us Fill in the Blanks. That's What We Do Best.

You are different from the others. Yes, you are. That's why Obsidian is flexible to fit your business. Besides, we've worked with revenue cycle organizations of every sort. We built Obsidian to be what they've always wish they had. Next.

Getting data out of your system can be, shall we say, complicated. No problem. Obsidian has successfully worked with every patient accounting system. Your turn again.

Your people are not tech-savvy, you say? Most people aren't strong enough to row a raging river, either. That's why you take the bridge. Obsidian is intuitive and user friendly. Obsidian is role-based while still tying it all together so you can see the big picture.

Your system isn't broken, so why fix it? Well, your boat might not be sinking, but that doesn't mean you can't get across faster. You do your job well, that's why you're here. But think of what you can do if your revenue cycle were simpler.

Don't have it in your budget? Think of your budget without the missing revenue and black hole accounts. Obsidian is cost effective, and beyond that, you could find millions of dollars in black hole accounts.

❝ Never Been Easier ❞

It is a very user friendly. — Collector

Obsidian allows each collector to know what accounts need immediate attention
— Collection Supervisor

I have been able to work my accounts and try to maintain them before getting too old. I am able to understand what I need to do/work to get my AR manageable. — Collector

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❝ Beyond the Patient Accounting System with Less IT Dependency ❞

Obsidian allowed us to generate reports faster and better than the current patient accounting system which sometimes take 10 hours to generate a report that may take Obsidian less than 15 seconds. — Revenue Cycle Director

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❝ Return on Investment ❞

Prior to Obsidian, credit balances, unbilled, and follow up on claims were a big challenge. Obsidian helped us to:

- *Reduce credit balances by more than 80%*

- *Keep unbilled at less than 1.5 days of our gross daily revenue*

- *Ensure that collectors are touching more accounts daily for follow up with payors.*

The improvement of just these three items has increase cash follow by 25%. — Revenue Cycle Director

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❝ Data Analysis Simplified ❞

I am able to pull summary of huge AR data and evaluate as needed. — Revenue Cycle Director

Add Purpose to Your Process

Our mission for your revenue cycle is simple—create a complete, accurate, compliant, and profitable bill—a clean claim. You want it correctly calculated and formatted for services rendered. You need to ensure coplete payment in a prompt and timely manner, all with patient satisfaction. That's what Obsidian does for your revenue cycle.

CAPTURE:

Collect data from across the entire revenue cycle

↓

AGGREGATE:

Have all the information you need to make smart business decisions

↓

PERSONALIZE:

Make it work for you

↓

LEARN:

Find out where things went wrong in the past and why

↓

MOVE AHEAD:

Turn new learning into better results

Obsidian is Clean and Simple

like you want your revenue cycle to be.

Unify your team around your revenue cycle

Streamline revenue realization

Increase cash (who here likes cash?)

Smart(er) decision-making

Eliminate denials and black hole accounts

Increase productivity

Reduce days (and daze) in accounts receivable

Obsidian is the critical insight to your revenue cycle:

1. Analyze and see exactly how to fix problems – as they occur
2. Redefine productivity by focusing on results – for each department, role, and individual
3. See the whole picture all at once, from the top down, to improve results

In the end, you will have the efficient solution that you've needed all along to simplify the way your revenue cycle runs. With Obsidian, you won't get left behind by the other guys.

$12.6 million in black hole accounts found in the average demo **in 30 minutes**, Obsidian can find the majority of black hole accounts Reduce receivables by **6 days**

" Clean & Simple Results "

Obsidian assists me in making real time decisions and ongoing feedback to the staff that always results in an increase to cash follow and reduction of outstanding AR. —Revenue Cycle Director

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" Getting Ahead "

Obsidian has put my AR at my fingertips. — AR Manager

Obsidian is amazing…I do not think that there is anything impossible do/generate within this system. If you think it, obsidian will do it for you. — Revenue Cycle Director

Obsidian has opened the door to understanding my AR. — AR Manager

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