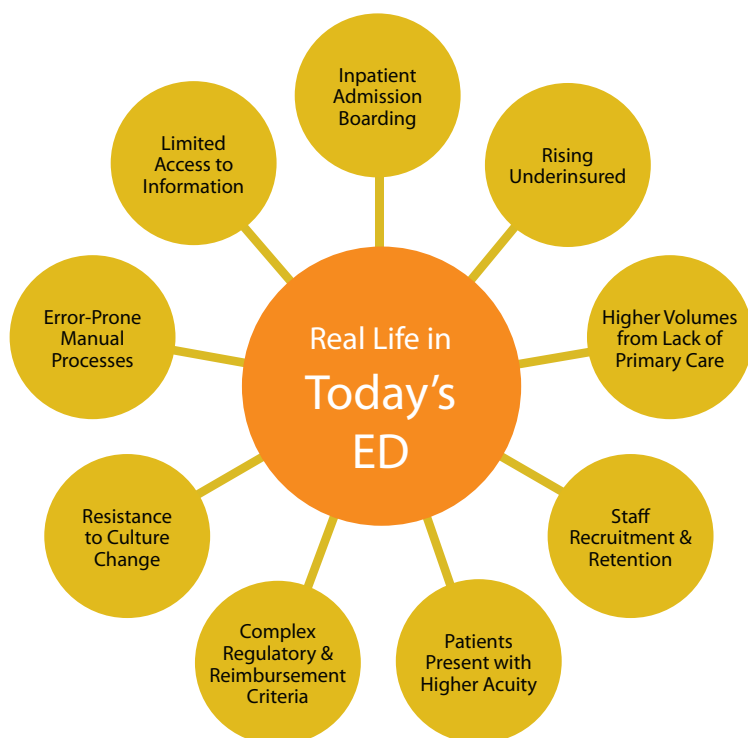


Your ED as a Financial Growth Engine

Why MEDHOST Customers See Dramatic Revenue Improvements



Real problems.

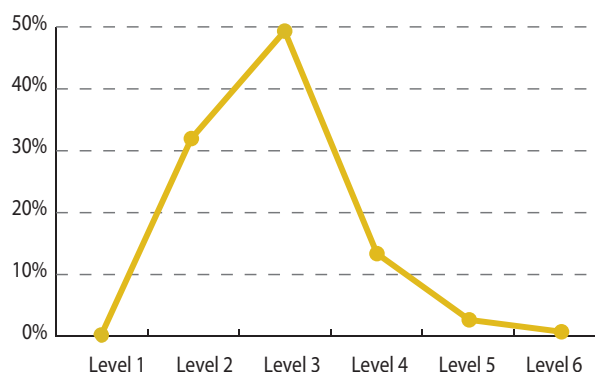
With more than 60 percent of inpatients coming through the Emergency Department (ED), it's no mystery why EDs are getting more attention... they're the front door of America's healthcare system. The patient care cycle is like a math problem—mistakes early in the equation are magnified every step of the way. Inefficiency, low throughput and lost revenues in the ED create poor inpatient utilization and further erode the hospital's financial health.

Consider the realities facing hospitals and their EDs today:

- More hospitals are closing, which means fewer and more crowded EDs
- More people are using the ED for primary care
- Collection issues rise along with the upsurge of underinsured
- Challenging reimbursement pathway
- Stringent documentation requirements

The business side of healthcare demands that we all do more with less. But how can your ED safely handle higher patient volumes without adding FTEs? Technology is the only answer, and now more than ever is the time to invest in technology solutions like MEDHOST that can deliver significant financial benefits within 90 days and operational gains, such as throughput improvement, even sooner.

Typical E&M Levels Before MEDHOST



MEDHOST Fuels Financial Performance

Live in 3 Months
= Quick Time to \$\$\$\$

Point of Service Billing
= More Cash Collections

Automated ED Facility Coding
= Reimbursement for
ALL Care Provided

Real Time Access to Information
Enhanced Communication
More Efficient Care Givers
= Better Patient Volume
Management

This comparison graph shows that after only three months with MEDHOST, El Centro's Level 4 and 5 charges significantly increased. The shaded area demonstrates where charges were previously lost. MEDHOST accurately captures charges for treatment provided, which can make a considerable incremental revenue impact.

Real solutions.

Wait times remained low, even though St. Joseph's patient visits increased by 27% with no additional staff.

– Catholic Health System, Buffalo, NY

Gross charges per visit increased by approximately \$100 with MEDHOST's improved Charge Capture.

– Good Shepherd Health System, Longview, TX

MEDHOST's automatic Charge Capture feature accrues charges behind the scenes and delivers highly accurate E&M Levels, which helped Conway eliminate lost charges and increase its gross revenue by 23.1 percent.

– Conway Medical Center, Conway, SC

This heightened accuracy helped the IDN increase per-patient charges by 25 percent and essentially experience ROI in approximately one year.

– Willis-Knighton Health System, Shreveport, LA

In the first six months after implementing MEDHOST, El Centro recouped an additional \$30-\$60 per patient, translating into about \$500,000.

– El Centro Regional Medical Center, El Centro, CA

Collected an additional \$40,000 monthly on self-pay patients.

– Large not for profit hospital, Houston, TX

Actual E&M Levels after MEDHOST

