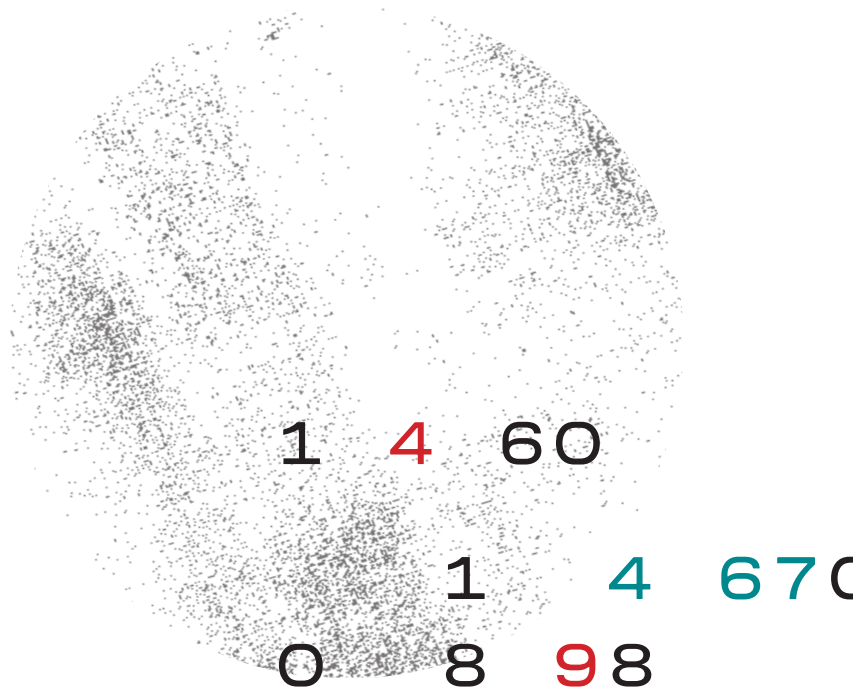


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TRENDS IMPACTING LABORATORIES NEXT YEAR

We asked our Vice President of Revenue Services, Denise Mazon, about trends she sees impacting laboratories in the next year.



The country is experiencing unprecedented staffing challenges and the laboratory revenue cycle field is not immune. To reduce the impact to cash flow, laboratory providers should look to:

- Improve registration data by identifying missing billing information and educating registration teams and ordering providers
- Integrate automated eligibility verification and insurance discovery responses directly to claims
- Identify and implement payer specific pre-billing rules and AUTOMATE when possible
- Employ robotic process automation to perform repetitive tasks and free up existing staff to work the more complex claims
- Prioritize claims with the maximum cash return to streamline staff workflow
- Be adaptable to ever-changing payer regulations

