

# THE RYBAR GROUP

Consultants to the Healthcare Industry

OUR MISSION IS  
TO SHARE PROVEN  
EXPERTISE WITH  
THE HEALTHCARE  
INDUSTRY  
BY PROVIDING  
VALUE-DRIVEN  
SOLUTIONS.

The Rybar Group has been serving the financial, clinical and compliance components of healthcare enterprises for a quarter of a century. Our consultants bring more than 150 years of combined management and negotiation proficiency to each engagement. Our broad, hands-on capabilities give us an insider edge in creating robust strategies for healthcare management operations. These strategies successfully aid healthcare facilities nationwide in meeting or exceeding their goals. Simply put, we understand the financial challenges of the healthcare industry and put that knowledge to work for you.

## A PARTNER FOR OPTIMAL REIMBURSEMENT REVENUE AND DATA INTEGRITY

Integrated healthcare systems, Critical Access and Rural Hospitals, long-term care facilities, and physician practices are among the healthcare groups served by The Rybar Group. Working closely with you, we help develop and implement comprehensive solutions that sustainably deliver optimal reimbursement, federal and third-party strategies, and compliance performance. Your satisfaction is our single-minded goal, and we strive continuously to earn and enhance our reputation for honesty, integrity and excellence. See how our strategic processes can bring value-driven results to your bottom line. Contact The Rybar Group today to optimize your reimbursement opportunities, increase your cash flow, and meet compliance through our expert, innovative healthcare-focused financial services.



# THE RYBAR GROUP

## PROVIDER REIMBURSEMENT ANALYTICS

Our strong understanding of both the payor and the provider processes supports our Provider Reimbursement Analytics services. We develop long-term solutions through services that include Reimbursement Optimization, Strategy Development, and Cost Report Preparation and Review Services.

## COST REPORT SERVICES

We understand the importance that cost reports hold for healthcare entities on a variety of levels. We have spent the past two decades developing a specialized expertise that offers our clients the confidence that the latest changes in regulations and hospital operations will be reflected in their to-be-filed and recently filed cost reports.

## MEDICAID SERVICES

Medicaid reimbursement services include Calculation of Uncompensated Cost of Care, Hospital Specific Limits Review, True Costs Identification, State Plan Year DSH Audits, Claims Data Review, and Cost Reports Revenue Mapping and Review.

## DISPROPORTIONATE SHARE HOSPITAL (DSH) SERVICES

Simplify the process to determine your DSH eligibility and quantify the eligible service days of Medicaid with our DSH and DSH Trak Services.

## STRATEGIC PRICING

Our Strategic Pricing service provides a comprehensive review of your facility's charges to help you price services competitively to optimize net reimbursement.

## BLUE CROSS BLUE SHIELD REVENUE STRATEGIES

Our Blue Cross services include more than 20 years of experience with Blue Cross payment strategy formulation and contract negotiations. Our Cash Reconciliation Reviews and Appeals, Attestation Audit Support, Interim Reimbursement Validation, PHA Model Contract Reviews and Negotiations, and Peer Group 5 Services will assist you in recognizing correct payment for your services. Our successful appeals have resulted in more than \$23 million for our clients over the course of the last four years.

## RURAL HEALTH SERVICES

Rural Hospitals are presented with a unique set of reimbursement challenges and opportunities, and The Rybar Group has tailored several programs to meet the specific needs of rural hospitals.

## CRITICAL ACCESS HOSPITAL STRATEGIES

Cost Report Reimbursement, Provider-Based Status, Rural Health Clinics, Strategic Pricing, Cost Allocation and Departmental LEAN projects are among The Rybar Group's strategic services that aid Critical Access Hospitals across the nation in achieving optimal, multi-year reimbursement.

## VOLUME DECREASE PAYMENT

The Rybar Group has proven, nationwide expertise in obtaining Medicare Volume Decrease Payment adjustments for Sole Community and Medicare Dependent Hospitals. Additional services include cost-report optimization strategies and ongoing operational monitoring.

## REVENUE CYCLE MANAGEMENT SERVICES

We will work closely with you, providing proven methods to evaluate the various functions of the revenue cycle, quantifying the opportunities for improvement and improved cash flow. We analyze critical points in your revenue cycle process that affect payment, comparing metrics to local and national benchmarks, and synergize efforts for improvement. Our Revenue Cycle service line includes 10 comprehensive programs addressing key areas.

## DATA INTEGRITY AND COMPLIANCE

The Data Integrity and Compliance Department offers services to assist you in optimizing your facility's reimbursement stream as you maintain regulatory compliance. Our services provide value and benefits to hospitals, coders and HIM professionals, physicians, legal entities, and investment firms, to name a few. We are the preferred service provider for the Michigan Osteopathic Association for their members coding and revenue needs.

## CODING QUALITY ASSURANCE REVIEWS

We offer facility inpatient, outpatient and professional service coding expertise, as well as multi-specialty auditing experience. Our consultants are either AHIMA or AAPC credentialed. We will work with your team to identify the goal, provide a comprehensive review, and one on one education for your coding, management and clinical staff.

## ICD-10 SERVICES

Our consultants have specialized training through the AHIMA Train the Trainer program and are AHIMA-Approved ICD-10-CM/PCS Trainer and Ambassador. We provide customized ICD-10 training, education, and assessments of the coding and documentation to support you in ensuring clean claims.

## REGULATORY SUPPORT FOR LEGAL MATTERS

We partner with our legal firm clients to mitigate the heavily regulated healthcare industry by serving as an independent review organization (IRO) for Corporate Integrity Agreements. We provide value and assist in due diligence for investment firms and other entities related to acquisitions. We also provide coding and billing reviews under attorney-client privilege, internal and defensive audit support, expert witnesses and data analysis

## CHARGEMASTER AND CHARGE CAPTURE REVIEWS

We offer remote line-by-line chagemaster reviews to ensure that the facility's CDM accurately reflects all services provided. Our review includes policy and procedures, maintenance processes, and mark-up policy reviews. The consulting team works directly with internal operations personnel to discuss charges by department. Our comprehensive review delivers a clean chagemaster for uploading and an in-depth reporting of your charging opportunities.

Additionally, we perform charge capture reviews from a sample of Patient claims and corresponding clinical documentation and bills for charge capture accuracy. These reviews assesses the complete revenue cycle charging and coding process and ensures that the facility is billing with accurate coding and documentation.



The Rybar Group is an independent member of the BDO Alliance USA, a nationwide association of independently owned local and regional accounting, consulting and service firms with similar client goals.

