

OPTIMIZE FINANCIAL PERFORMANCE BY STRENGTHENING BILLING AND CLAIMS PROCESSES

New industry challenges place urgent demands on government healthcare organizations. As the healthcare landscape transforms, health systems are being asked to innovate, modernize, and adjust and providers are being pressured to rapidly stay ahead of revenue demands. Healthcare organizations are challenged to consider changing payment models that shift from volume to value, leverage economies of scale, and provide cohesive patient service.

In this climate, it is imperative that healthcare organizations create a sustainable revenue-cycle management strategy that yields both immediate and long-term results. As a trusted strategic advisor, Huron can help.

A COMPREHENSIVE OFFERING

- **Proven operating model** that reliably synchronizes enterprise-wide processes, enables resource-optimizing tools and technology, and realizes and maintains exceptional performance improvement.
- **Adaptable framework** that helps organizations navigate the challenges and opportunities created by transformation. Huron designs and implements internal, operational, and technological advances to ensure continued benefit from your revenue cycle investment.
- **High-performance culture** allows you to extensively coach and train your team to consistently apply best practices, increase accountability, and strengthen your existing governance structure.

APPROACH

CURRENT-STATE DISCOVERY	IMPLEMENTATION	SUSTAINABLE SUPPORT
<ul style="list-style-type: none"> • Complete preliminary data analysis and evaluation • Conduct interviews, staff process and workflow observations, and account reviews • Identify opportunities to improve process, tools, organizational structure, and culture 	<ul style="list-style-type: none"> • Restructure revenue-cycle operations, initiate technology enhancements, and standardize performance • Refine processes, conduct staff and management training, and improve overall performance • Realize projected financial, operational, and service improvements • Transition and sustain process changes and technology advancements 	<ul style="list-style-type: none"> • Provide guidance and leverage for resolving operational challenges by regularly monitoring and evaluating operational performance • Support technology changes as the operational environment evolves • Continue to advance the gains made during implementation with ongoing staff training and education

RESULTS



Huron is the largest revenue-cycle optimization firm in the industry. Its unparalleled implementation experience, knowledge, and resources can help you reach market-leading levels of financial and operational excellence.



Working with hundreds of public and private hospitals and health systems across the country, Huron's solutions have delivered a predictable, annually recurring benefit of 3 - 6 % of net patient revenue — a standard of excellence previously considered unattainable in the market.

ABOUT HURON

Huron helps clients navigate the challenges and opportunities created by industry transformation while satisfying today's business and operational needs. Committed to achieving sustainable results, its team of more than 1,200 dedicated consultants develop robust solutions that realize and maintain exceptional financial, organizational, and operational performance. As one of the largest healthcare consultancies in the country, Huron partners with clients to transform large-scale, multi-facility health institutions into high reliability organizations. Huron has:

- Improved revenue operations, developed a workforce optimization model, and completed a feasibility study of VistA as part of its 11-year relationship with the Veterans Health Administration
- Partnered with the Department of Defense (U.S. Army) to help it achieve high reliability
- Provided leadership development and coaching to the U.S. Department of Health and Human Services (IHS)
- Advised more than 450 commercial hospitals, ranging from community hospitals to national health systems

CORE CAPABILITIES

- Clinical Documentation Improvement
- Clinical Operations Management
- Continuous Process Improvement
- Leadership and Engagement Coaching
- High Reliability Organization
- Organizational Change Management
- Revenue Cycle Improvement
- Supply Chain Optimization
- Strategy
- Technology

THE TEAM



Comprehensive academic credentials in public health, supply chain, public policy, operations, research, multiple engineering disciplines, and business management



Clinically trained and credentialed in nursing, physical therapy, and other clinical areas



Certifications in health administration, lean principles, and business administration



Experienced in applying private-sector best practices to the public sector

COMPANY INFORMATION

- Limited Liability Corporation
- Large Business
- NAICS
 - 541219 Other Accounting Services
 - 541611 Administrative Management and General Management Consulting Services
 - 541612 Human Resources Consulting Services
 - 541614 Process, Physical Distribution, and Logistics Consulting Services
 - 541618 Other Management Consulting Services
 - 541690 Other Scientific and Technical Consulting Services
 - 541990 All Other Professional, Scientific, and Technical Services
 - 611430 Professional and Management Development Training
- DUNS - 111367897
- CAGE - 3KVQ9

CONTRACT VEHICLES



Prime Contractor

Professional Services Schedule
SINs 874-1 & 874-7

Subcontractor

VA Transformation Twenty-One Total Technology (T4) Next Generation (NG) • Navy Seaport-e • GSA AIMS Schedule 541 • VA EPES BPA • CDC Global Data and Technical Assistance (G-DATA) BPA • CMS SPARC

DIFFERENTIATORS

- **Side-by-side** implementation approach with a focus on all levels of the organization
- **Deep bench strength** of more than 1,000 highly qualified personnel
- **Innovative solutions** that are comprehensive, customized, and sustainable
- **Efficient execution** as projects are completed on time and within budget
- **Successful teaming** with small and large organizations, including SDVOSB, VOSB, WOSB and other minority-owned small businesses

CONTACT

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