



PARTNERING FOR SUCCESS

LUNA HEALTHCARE ADVISORS LLC

OUR SERVICES

Luna Healthcare Advisors' (Luna HCA) provides revenue integrity consulting to clients across the country.

EXAMPLE ENGAGEMENTS

Design of Mobile ICD-10 Physician Tool

Review, Design and Development of Compliance Monitoring Tool

M&A Due Diligence Support for Healthcare Transactions

Clinical Documentation and Coding Education

Charge Description Master (CDM) and Charge Capture Assessment

Pricing Transparency Approach, Implementation and Policy Development

Compliance Chart Audits and Education

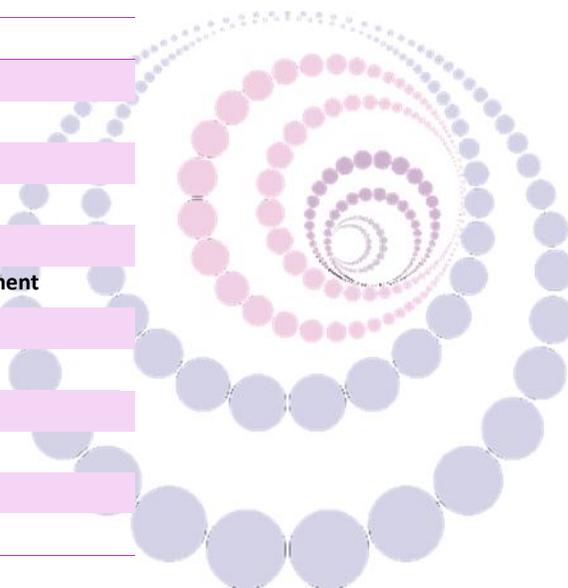
Revenue Cycle Assessment

Interim Revenue Integrity Management

EHR Implementation Assistance

Data Mining Algorithm/Concept Design and Analysis

EHR Technology Optimization in Coding, Documentation and Billing



OUR CLIENTS

Our clients come to us through existing and longstanding relationships, referrals from existing clients to their peers and through our work as a subcontractor to top advisory, accounting and consulting firms, and software solutions providers.

OUR ADVANTAGE

We provide for top notch expertise through our own and contractual relationships with experienced professionals. Many of our professionals have over 10 years of large consulting and/or Big 4 professional experience. Our ability to leverage our network allows us to better fulfill the needs of clients, rather than just provide a generalist, or warm body.

YOUR OPPORTUNITY

By partnering with Luna HCA, you not only expand upon your network and reach, but also expand your expertise and offerings to existing and potentially new clients. The risk and commitment is also low. Work with us when it makes sense in meeting your goals or your client's goals.

REVENUE INTEGRITY

Revenue integrity activities focus on process improvement and include those processes most closely involved in the front-end, middle and back-end revenue cycle processes.

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IDENTIFYING OPPORTUNITY TO EXPAND YOUR CLIENT SERVICES THROUGH PARTNERING

Our services within Revenue Integrity provides for a broad range of revenue cycle expertise and opportunities for partnerships. Our ultimate goal is align the best talent not only for our existing clients, but to also see our partners succeed. Identifying how Luna HCA and your company may be able to best leverage our talents is first understanding how a client need can translate to opportunities for partnership.

There are certain keywords, expressed needs, situations and conversations that are a great introduction into identifying additional work with your client. And while you may not have the particular expertise to address, you have the client's interest and can build additional trust of the client in being able to identify a partner to assist.

Some examples . . .

We feel we are losing revenue.

Our payers barely cover our costs.

We are unsure if payers are reimbursing us correctly.

How are our competitors pricing for their services? Where are we in the market?

Our denials are increasing and we don't understand why.

Patients are complaining about our cost of care.

We are not sure where to begin in looking for additional revenue.

Our EMR did not improve our revenue cycle.

We have too many workarounds to submit a clean claim.

What KPIs should we measure regularly? And how?

We struggle to keep up with Medicare and other regulatory changes affecting the revenue cycle.

We are experiencing an increase in payer audits.

Our Clinical Department Management does not understand their role in charging.

We have not had an external review of our charge description master in years.

We are interested in a Revenue Integrity Program, but where do we start?