

4 Things to Look for in an ASC Revenue Cycle Consulting Firm

If your ASC is considering outsourcing its revenue cycle management to a revenue cycle consulting firm, look for these four qualities to help ensure that you select the right firm for your ASC.



1

They start with revenue cycle assessment and optimization strategy

A revenue cycle consulting firm should always provide an assessment of your ASC's current RCM processes and come up with a plan to improve weak areas and further optimize areas performing well.



2

They provide constant monitoring and adjustments to RCM processes

A revenue cycle consulting firm should monitor the performance of your revenue cycle and provide regular updates. They should also monitor external factors like coding changes and healthcare legislation and share how they will affect your revenue cycle.



3

They hold and maintain relevant certifications

Financial certifications represent that the firm and its team members have received the necessary training that should enable them to effectively manage your ASC's revenue cycle. Relevant certifications include AAHAM, AAPC Certified Professional Coder (CPC), and AHIMA Certified Coding Specialist (CCS).



4

They have positive references and experience working with other organizations

When searching for a revenue cycle consulting firm, ask them to provide contact information for several clients, including other ASCs in your state or ASCs like yours (specialty, case volume, etc.). Contact those clients to ask about their experience working with the firm.