

Azalea Health - The Right Fit for RHC's

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RHC Specific Challenges

Finding people who understand RHC billing

1

Finding affordable software that is easy to use and designed for RHC's

2

Communicating with surrounding practices and hospital systems

3

Azalea At a Glance

Azalea Health is a One Patient, One Record environment that supports community physicians and hospitals in delivering better patient care.

- Established in 2008 with a focus on rural and community-based healthcare needs
- Ambulatory Providers: 5000+
- Ambulatory Customers: 2500+
- RHC's: 30+ using our full Revenue Cycle Management Services
 - First RHC client in 2011
- Revenue Cycle Management: 115 facilities
 - 50,000 monthly claims
 - \$16M monthly charges
 - \$6M monthly payments
- 150+ employees nationwide with offices in Valdosta, Atlanta and Houston



Aggressive

Humble

Innovative

Azalea Offerings

- Fully Integrated Practice Management & EHR (Clearinghouse included)
- Patient Portal with online bill pay
- Telehealth
- Appointment Reminders
- eFax
- PDMP integration
- Integration (labs, state registries, etc.)
- HIE participation
- Pre-Certs
- Chronic Care Management
- Revenue Cycle Management

- RHC Consulting Services (startup, policy and procedures, disaster preparedness, workflow assessments, etc.)

Why Azalea for RHC's?

- Knowledge and Experience
 - Experience - we've learned a ton working with our RHC clients
 - Implementation - revenue codes for fee schedule
 - Training - role specific onboarding to train your staff
 - Reporting - easy to export data for quality or cost reporting
- Split billing - UB-04 vs 1500
 - New UB-04 feature to default based on insurance, provider, or location
- Medicare Bundling
- Revenue codes
- RHC payment posting
 - Understanding negative payments, insurance reversals
- Cost Report
 - Medicare credit balance reports - quarterly
 - Medicare Bad Debt reports
 - Vaccine Reports

Revenue Cycle Management (*Software fee is waived with Full RCM*):

- RHC specific modifiers - CG
- RHC specific billing rules - Qualifying visit list
- RCM department: All billers and staff are trained on RHC requirements

What Sets Us Apart?

- Partnership and Service
- Rural Focus and Rural Experience
 - CEO has a passion for the rural market
 - RHC specific services and consultation
- 100% US-based support & Certified Billers

Pricing and Onboarding

- Simple Monthly All-Inclusive Subscription Fee
 - Support, maintenance, upgrades included
- Data Migration Strategy
- Azalea Academy (training)
- Azalea User Conference

Mission Statement:

*To Help Underserved Healthcare Providers
Improve Patient Care and Profitability*

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