

Is Outsourcing Your Medical Billing the Right Choice?



Find Out with This Simple Assessment

Many medical practices consider outsourcing billing at some point. There are a lot of reasons why a practice might opt for outsourcing, but the truth is that it isn't for everyone. The best way to decide if outsourcing is for your practice is to analyze the benefits by answering a few basic questions about your business.

First answer the following:

	Yes	No
1 Are you a new practice?	_____	_____
2 Is billing for your specialty especially complex?	_____	_____
3 Have you had a high turnover of billing staff or is there a lack of qualified billing staff in your area?	_____	_____
4 Are your billing processes inefficient? (high denial rate, high A/R, low patient collections)	_____	_____
5 Would you rather focus more on patient care and less on business management tasks?	_____	_____

If you checked mostly “yes” then outsourcing might be a better fit for your needs. However, there are pros and cons to both ways of doing your billing.

Simply put, in-house billing allows you to have total control over your billing processes but it also means managing staff, paying more for full-time employees, and opening yourself to problems ranging from poor training and job performance to embezzlement.

On the other hand, if you use a reputable billing service, you should see lower costs with a good return on your investment. Generally, you can expect a consistent performance level from a billing service. The downside is that you will have little control over the process and the cost may vary widely based on your claim volume at any given time.

To assess the pros and cons for yourself, use this simple checklist:

	Yes	No
1 Would you prefer to hand over control of the day-to-day billing process?	_____	_____
2 Are you concerned about the time and cost involved in managing more full-time staff?	_____	_____
3 Are you worried about the possibility of embezzlement or negligence in your billing?	_____	_____
4 Would you rather pay a small percentage of your claims than a full-time salary?	_____	_____
5 Are you comfortable with the varying cost of outsourcing billing tasks?	_____	_____
6 Do you and your staff lack the training and experience to manage complex medical billing?	_____	_____
7 Are you looking for more comprehensive reporting and substantial analysis of your business?	_____	_____
8 Are you concerned about staying on top of changing reimbursement and compliance issues?	_____	_____

If you answered mostly “yes” again, then it is probably time to consider an outsourcing solution. Advanced Medical Billing gives small practices easy-to-use front office tools, expert billing staff , and a flexible, refreshingly transparent approach to partnering with a billing service. **Call 844.424.5537 to talk to a one of our medical billing experts.**

Learn more at www.advmedbilling.com