

# Practice Medicine *not* Management

- Maximize your collections
- Reduce your time to payment
- Significantly improve your cash flow and your bottom line
- Spend more time with your patients

## Physicians Group Management



# PGM

Physicians Group Management

# Benefits

Since 1981, Physicians Group Management has been providing practice management and billing services to physicians and healthcare facilities. Our solutions will accelerate and maximize your reimbursement process, helping to eliminate inefficiencies in your business, allowing you to do what you do best; spend more time with your patients.

## Improved Performance

Our comprehensive service is focused on maximizing your collections, getting you paid more and paid faster. Our clients typically see a 25–30% increase in net collections within six months.

Our advanced claim reviewer detects billing errors prior to entry, dramatically reducing denial rates. We aggressively follow-up, appeal denials and mis-adjudicated claims, and assume full responsibility for responding to all inquiries from patients and third party carriers increasing your overall revenue.

- **Improve**  
your collection rates
- **Shorten**  
your reimbursement cycle
- **Reduce**  
your accounts receivables
- **Decrease**  
the rate of lost and denied claims
- **Gain**  
improved insight into  
your practice's financials  
and performance.

## Tailored to Your Needs

PGM understands that all Medical Practices are not the same. We provide physicians with a solution tailor made to the individual needs of any practice.

From full service medical billing to extending to you our proprietary software, where you retain full control, PGM offers the complete range of practice management services. We will work with you and your staff to design a program that best fits the needs of your practice.

*"I am a small practice; PGM gave me a level of service and attentiveness that I would not have received from other billing companies. From the beginning, I was provided a very high level of personalized service and I now am collecting sooner and my receivables are lower than ever before."*  
—Samuel Pietrandria, M.D.

# Benefits CONTINUED

*“PGM saved my business! Our collections are up nearly 25% and I no longer spend time in the office processing invoices and dealing with insurance companies.”*

*—Josef M Weisgras, M.D.*

## Personalized Assistance

Our staff is 100% committed to serving you. All of our clients are assigned their own designated account executive giving you the security and comfort of working with a representative who is uniquely familiar with your practice.

From guiding you through the implementation process to frequent performance reviews and updates, our staff is there with you every step of the way.

## Cost effective

We get paid only once you get paid— PGM is 100% performance driven. With PGM, your costs are directly proportionate to your actual income.

You have no dedicated staffing or administrative expenses related to in-house billing. In addition, there are no initial start up costs, no hidden ongoing expenses, and no costly investments in hardware and software.

	PGM	In-House Billing	Third Party Billing Software	Other Billing Services
Cost Efficiency	High	Low	Low	High
Personalized Service	High	Mod-High	Low	Varies
Tailored Solutions	High	Varies	Low	Varies
Hardware & Software Requirements	Low	High	High	Low
Customized Reporting	High	Low	Varies	Varies
Payor Contract Negotiation	High	Varies	Low	Varies
Claim Follow Up & Adjudication	High	Varies	Low	Varies
<b>Overall Benefit to Your Practice</b>	<b>High</b>	Low-Mod	Low	Varies

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# Solutions and Services

PGM's practice management solutions allow your practice to eliminate all charge entry and patient demographic updates, as well as payment posting. A dedicated team of Account Representatives will enter all charges, perform claims scrubbing, post payments, bill patients, and follow-up on all denials.

## **Electronic and Paper Claims Filing**

PGM manages all data entry, claims and claims tracking for you. We have the capability to transmit claims electronically to thousands of insurance carriers.

**Claim Follow-up** At PGM, claim follow-up is a priority. Our staff regularly follows-up on the progress of your claims to make sure you are receiving prompt, correct payments.

## **Advanced Claims Review System**

PGM's advanced claims scrubber identifies and corrects errors and omissions before claims are submitted. The results are reduced denials and faster reimbursement.

**Claim Adjudication** Only 70% of the average medical practice's insurance claims are ever paid by carriers. PGM aggressively monitors and accesses EOBs and payments to ensure the highest possible reimbursement rate.

**Form Development** PGM will work with your staff to develop customized practice forms such as Superbills.

**EMR Compatibility** Our software has the capability to integrate with any existing EMR system.

**Patient Invoicing, Collection and Inquiries** Monthly statements are sent to patients with remaining balances. Additionally, our dedicated staff handles all patient phone requests, billing inquiries, and necessary follow-up calls.

**Management Reports** PGM provides your practice with financial and practice analysis reports available in the industry today. Custom reports can be generated at your request and a wide range of standard reports are instantly available.

**Remote Access** We provide internet access to all of your account information, giving you direct visibility over patient data, current charges and balances, as well as financial performance.

# Physicians Group Management

You can improve your collection rates and reimbursement cycle, reduce your accounts receivables, decrease the rate of lost and denied claims, and gain improved insight into your practice's financials and performance.

## Get Started

Learn more about why PGM's Practice Management Solution is the best way to streamline your practice, improve performance, and patient care.



# PGM

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