



# Client “Snapshot”

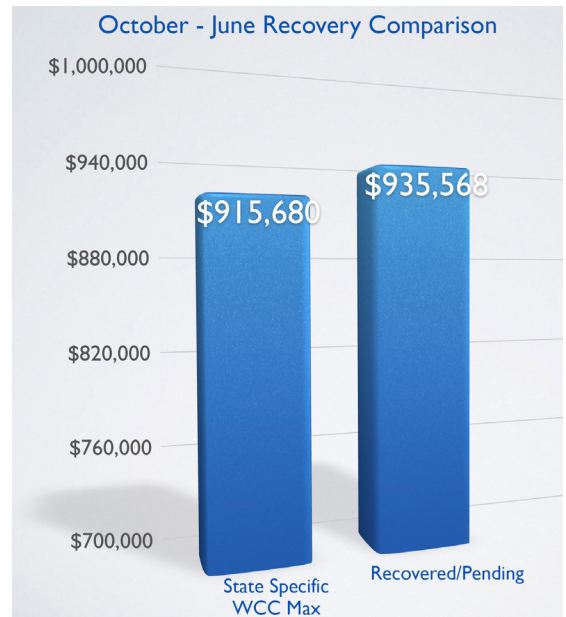
The following information is based upon all recovery activity from Park Dansan, specific to Archbold Medical Center, as of **June 30, 2014**. Placements considered in this Snapshot include those from **October 1, 2013 through June 30, 2014**.

Archbold Medical Center is a 365-bed, four-hospital system, located in a predominately rural area in southwest Georgia. Its anchor facility, Archbold Memorial Hospital, includes a designated Level II Trauma Center, while the other 3 facilities have standard emergency departments. In addition, Archbold owns or leases several physician practices and an urgent care center. Park Dansan receives Worker’s Compensation accounts from the hospital facilities and the urgent care center only. Significant attention is stressed and ongoing internal training is provided to applicable employees for the identification of Worker’s Compensation injuries. This attention and training is consistent throughout the hospital and urgent care facility.

To assist in the maximization and speed of recoveries, Archbold developed a specific file for Park Dansan to access within their primary financial and medical records systems. In Archbold’s case, accounts are referred to Park Dansan after 60 days of internal efforts. “Given the demands on our internal resources to keep up with day-to-day operations, coupled with the fact that clean Worker’s Comp claims should pay within sixty days from bill date, we felt that the time frame chosen for outsourcing follow-up activities beyond 60 days was right for our institution,” said Lynn Byrd, Vice President, Revenue Cycle Operations for Archbold. Since the process is automated and continuous, there is no communication required for receiving the accounts, or for acquiring the associated medical records necessary for reimbursement action. Park Dansan immediately begins recovery processes at the time of placement.

During the October-June period, the client has referred approximately 1750 applicable claims for recovery. The referred amount representing these applicable claims was \$1,430,751.

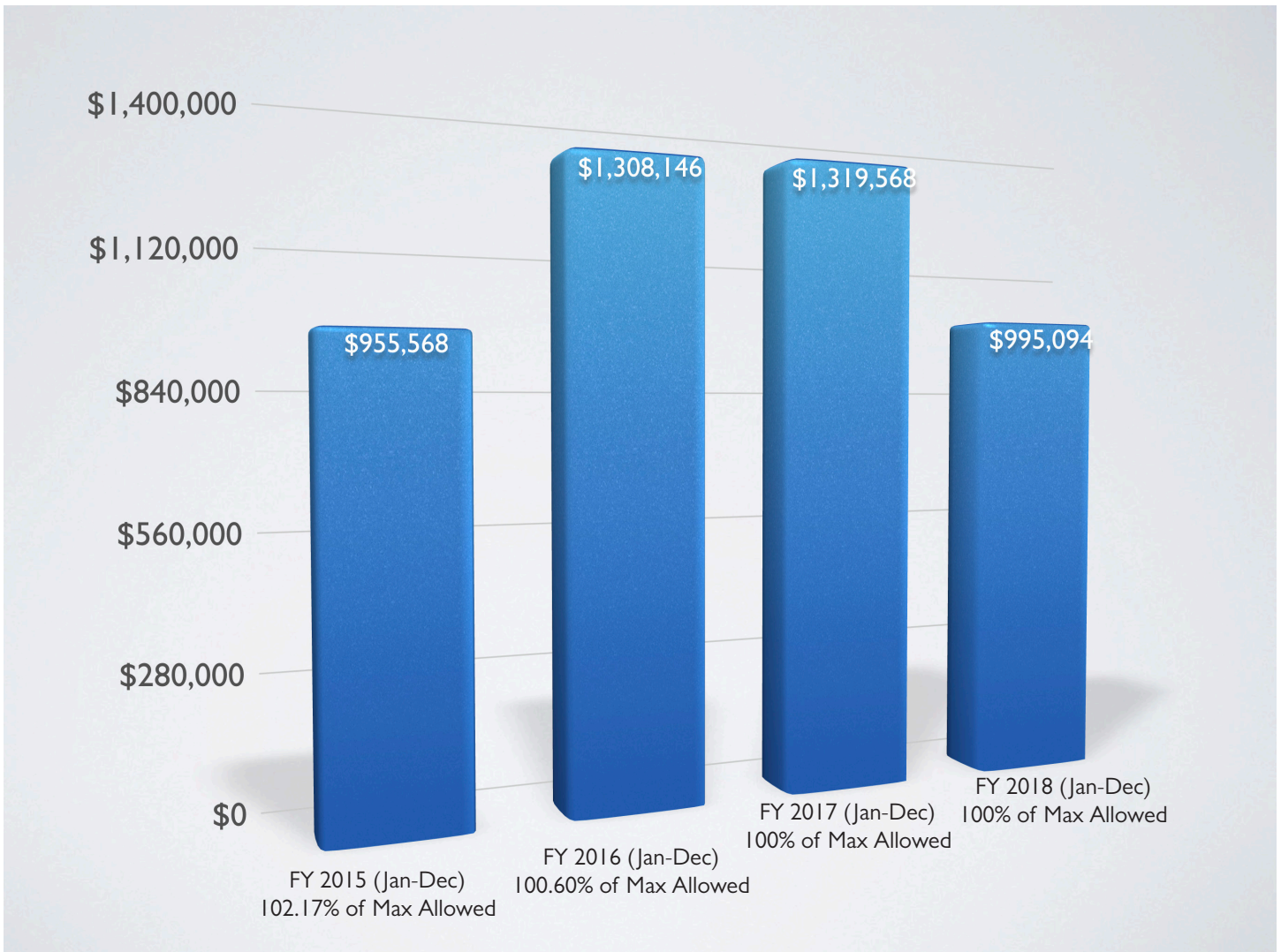
*In the first 9 months of service to this client, Park Dansan generated \$935,568 in recoveries and pending payments from the October-June placements. This represents a recovery of 65.39 percent of the total applicable placements, and 102.17 percent of the maximum allowable reimbursement, as calculated by the state-specific Worker’s Compensation Commission. Park Dansan’s percentage of maximum allowable recoveries were enhanced by the elimination of inappropriate contractual discounts and comprehensive underpayment review and recoveries. Further, a significant additional amount from these referred claims is expected to transition to a fully recovered status as a result of direct Park Dansan’s efforts.*



Park Dansan submits a monthly report to the client based upon continuous referral intervals (determined by the client). The report was designed to allow Worker’s Compensation claims recovery to be integrated into the client’s primary financial system. Data trends, including the rate of internal referrals, are used by the client to track and project budgeting and utilization statistics.

“At this point, we couldn’t be more pleased with both the results of our collaboration with Park Dansan and the ease with which the program was initially implemented and continues to run,” commented Ms. Byrd. “They make an excellent partner in our revenue cycle process.”

**Since the initial “SnapShot,” Park Dansan has continued to maximize Worker’s Compensation revenue for Archbold Medical Center.** The following illustrates the consistency of claims recovery and reimbursement maximization for an additional 4 years.



The percentage of max allowed is calculated through recovering underpayments associated with inappropriate contractual discounts and outlier incentives. Notice the max allowed percentages have normalized through underpayment recovery efforts with various payers.

Park Dansan is grateful to Archbold Medical Center for allowing publication of this information, and for being a great and highly-organized client.