

Top 10 Medical Billing and Coding Consulting/Services Companies - 2019

Medical billing and coding has become especially pivotal in today's healthcare industry. By means of medical billing and coding, a hospital or healthcare system can effectively bolster their administrative processes and improve the delivery of healthcare. With the advent of big data and cloud-based digital infrastructures, keeping track of patient information can get complicated. To avoid loss of data and to ensure proper reimbursements for services provided, medical billing coding comes into play.

With rapid technological advancements and widespread adoption of EHRs in the healthcare industry, organizations have begun to focus on delivering more effective medical billing and coding services. Health systems now can outsource their billing and coding tasks to companies that are well-adept and experienced in medical administrative processes. These services

also alleviate the revenue pressures that the hospitals and clinics have been facing due to false or unprocessed medical claims over the past few years.

A distinguished panel comprising CEOs, CIOs, VCs, analysts, and the Healthcare Tech Outlook editorial board has reviewed the top consulting/services companies in the medical billing and coding services domain. In our selection process, we looked at each of the vendor's capability to fulfill the need for cost-effective and flexible consultation services in medical billing and coding. The shortlisted companies are at the forefront of tackling the challenges associated with medical billing and coding by catering to the needs of healthcare providers and buyers and assist them with effectively tracking payments and medical procedures within a health system.

We present to you Healthcare Tech Outlook's "Top 10 Medical Billing and Coding Consulting/Services Companies – 2019."

Perry Johnson & Associates, Inc.

recognized by **Healthcare Tech** magazine as

TOP 10
MEDICAL BILLING
AND CODING
CONSULTING/SERVICES COMPANIES - 2019

An annual listing of 10 companies that are at the forefront of tackling customer challenges

Company:

Perry Johnson & Associates, Inc.

Description:

PJ&A provides Healthcare Information Technology (HIT) solutions that improve healthcare providers' efficiencies, accuracy, and financial performance

Key Person:

Jeffrey Hubbard
President & CEO

Website:

pjats.com

Perry Johnson & Associates, Inc. Comprehensive Technologies for Global Healthcare

In the competitive and dynamic digital world, the faster the turnaround time for claims processing, the better the productivity of the company. Amidst the growing challenges for medical billing companies and healthcare providers including fee-for-service payment models converting to merit-based models and ever-evolving requirements—a large portion of claims are billed incorrectly, rejected, and rarely recovered. The fact remains that denial management continues to irk the industry. As a global healthcare technology solutions company with over 30 years of history and innovations in healthcare information technology, Perry Johnson & Associates, Inc. (PJ&A) is committed to providing HIT solutions that improve healthcare providers' efficiencies, accuracy, and financial performance.

PJ&A's denial management solution uncovers and resolves the issues leading to denials and shortens the accounts receivables (A/R) cycle. Their Revenue Cycle Management solutions help improve productivity through intelligent, event-driven, automated workflows that offer robust dashboard reporting that pinpoints claims activity, identifies trends and reveals the source and volume of denied claims-increasing payment recovery and reducing controllable write-offs.

PJ&A also provides solutions in coding, auditing, speech recognition, transcription, data mining, teleradiology, and AI capability optimization to its customer base across the U.S. and globally. Whether it's converting data into actionable intelligence that helps providers elevate patient care (quicker appointments, comprehensive patient records, proper diagnostic coding, and



Jeffrey Hubbard

focus for our clients is providing excellent customer service and improving financial performance. We offer fully customizable solutions to best serve their needs," notes Jeffrey Hubbard, President and CEO of Perry Johnson & Associates, Inc.

PJ&A follows a Managed Services Model which involves detailed planning, with the client defining the requirements for practical outcomes, applicable service levels, and key performance indicators in an operational context. This model allows clients to outsource the management, operations, and delivery of processes to lower their overall expenditures. The pricing structure is based on regular monthly billing with guaranteed service levels, quality, and throughput, which significantly reduces volatility in costs, and supports accurate and predictable budgeting. "We begin with an on-site kickoff meeting, customized build-out, staff training, testing, and go-live followed with regular check-ins for updates, trainings, and continuous improvements. Our goal is for all stakeholders to feel confident with our product functionalities. We are diligent about maintaining an on-going communications strategy with our clients, Quality and IT teams to ensure that," explains Hubbard.

predictive analytics) or optimizing the revenue cycle, PJ&A does it all.

The company has the expertise and credentialed team members to continually improve the clinical documentation process, optimize claims submissions, track and monitor audits, maximize reimbursements, reduce revenue tied up in A/R and shorten the overall revenue cycle. The company also provides insights into how to continually improve cash flow and profitability, which has made PJ&A a premier choice for large and small hospitals/health care systems, clinics, schools, hospices, military, government arms, and law enforcement offices. even, police departments. "We are a U.S. owned and operated, zero debt organization that has the ability to meet and exceed client needs. Our

For the future, PJ&A sets to expand its AI/Machine Learning and IT Consulting to help its clients develop effective strategies for their businesses through implementation and training, automating overall processes, and assisting health professionals' with more informed decision-making. The U.S. based company, who currently has clients in all 50 states, Guam, Canada, England, Ireland, Japan, India, and the Philippines, aims to continue its global expansion with the UAE. **HIT**