

**MARK YOUR CALENDARS FOR THIS NOT-TO-BE-MISSED EVENT!!!**

**PAHCOM VENTURA COUNTY ANNUAL WORKSHOP  
AND EXHIBITOR EXPO**

**WEDNESDAY MAY 7<sup>TH</sup>, 2008 @ The Courtyard by Marriott**

**FEATURED SPEAKER:**

**Frank D. Cohen, MPA, Senior Analyst MIT Solutions, Inc.**

**Frank Cohen, MPA** is the Senior Analyst for MIT Solutions, Inc., developers of analytical and Decision Support tools and systems for healthcare organizations. He is a certified Six Sigma Black Belt and certified Lean Six Sigma instructor. His areas of expertise include data mining and analysis, statistical modeling and decision support. For the past 30 years, he has worked as a health care data analyst, knowledge engineer and consultant.



Mr. Cohen has participated in and published numerous articles and studies and trained thousands of CPAs, physicians, administrators and other healthcare professionals in the techniques used to conduct comprehensive medical practice analyses. His consulting experience includes hospitals, large and small medical practices, medical and professional associations, legal and accounting professionals, government agencies and other health care professionals.

**Revenue Cycle Analysis of Your Practice:**

Presentation Format: Discussion – Case Study

The idea of managing the revenue cycle in a medical practice seems pretty basic on the surface. But dive down into the details of the different processes involved and you can soon be looking at dozens and dozens of different steps involving many different people and departments. The fact is, the hardest part about managing the revenue cycle is understanding how it works. To accomplish this, we need to get a handle on where the revenue cycle begins, where it ends and what happens in between. Using cutting edge process management and improvement tools, this workshop guides the attendee through the entire revenue cycle, beginning with developing a defensible fee schedule through learning how to build process and value stream maps of the patient visit cycle and the billing cycle, finishing with a lesson on how to conduct a reimbursement validation and managed care contract value analysis.

Attendees will receive a complete tool box, including documentation, worksheets, templates, sample reports and all pertinent data files necessary to conduct a comprehensive Revenue Cycle analysis.

**Outline**

- Defining the revenue cycle
- How to build a defensible fee schedule
- How to create a process and value stream map
- Understanding the metrics and analytics required to analyze the revenue cycle
- Conduct a comprehensive payer reimbursement and contract value analysis
- Case Study