

# Digging Deep to Find Hidden Revenue



Capturing hard-to-find insurance coverage can be a challenge for providers—**but it doesn't have to be.**

## Uncover missed insurance coverage

Most hospitals can find up to **99%** of coverage with internal resources and processes.

But that **extra 1%** matters

Lost annual revenue can mean:



**\$100s of thousands**  
for a mid-sized hospital



**\$10s of millions**  
for a large health system

## Revenue Leakage Throughout the Revenue Cycle



**41%** of working adults have difficulty funding medical care or have significant medical debt—up from 34% in 2005<sup>1</sup>



**1%–5%** of self-pay accounts have billable coverage<sup>2</sup>



**\$262B** in claims denied in 2021, representing a write off of **\$5M** in denials per hospital<sup>3</sup>



**\$3.7B** in unpaid patient portions of Medicare beneficiary bad debt<sup>4</sup>

Unearth hidden revenue streams

While the majority, around **60%**, of hidden coverage comes from self-pay accounts, it's important to **look beyond those accounts.**

Up to an additional **.5% more coverage** can be found by looking at potential coordination of benefits opportunities and Medicaid secondary.

Having the right partner yields maximum recoveries. **Learn more today.**