



medical management solutions

shades of blue

When you become a client of Blue & Co., you get much more than a team of experienced CPAs and business consultants. You get a group of professionals thoroughly committed to a philosophy of integrity and service. It's this philosophy that makes Blue a leading provider of financial services to the Healthcare Industry and a leader in MEDICAL MANAGEMENT SOLUTIONS.

WE ARE...

RESPONSIVE. We blend the experience you expect with the attention you deserve. Unlike larger firms, you'll work with a close-knit team of Directors and managers who attend to your every question, answer your calls promptly and make sure you are at ease through each step of our work together.

CARING. Blue works hard to build both a personal and professional relationship with you so we can best understand your needs. Our clients respect us because we tell them what they need to hear—even when it's not what they want to hear. From there, we'll work with you to create the best plan for your business.

ADVOCATES. Blue exceeds your expectations by identifying areas and needs you may not even realize you have. We then create a strategy to reach your current and future goals. Our support doesn't stop there. We'll equip you with the materials, training and understanding to help you turn your plans into reality. You might say we don't merely think, we do.

Blue & Co. is a regional CPA firm with eight offices in Indiana, Kentucky and Ohio. Since our beginnings in 1970, we've grown to become a trusted provider of business advice and financial services. In 2012, *Accounting Today* ranked Blue 54th on its list of Top 100 CPA Firms.

At Blue, we embrace each project with enthusiasm and dedication: we are excited to become part of your team. We want to see you succeed. And our interest in your success is genuine. We show our clients this commitment everyday through a pledge to excellence and strong working relationships. **...TRUE BLUE.**



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Blue & Co. understands the business of medicine, and is a leading provider of MEDICAL MANGAGEMENT SOLUTIONS.

When you become a client of Blue, you immediately become an important member of our team. Our experienced leaders will work with you to review the current structures of your practice and listen to your concerns and overall goals. Together, we'll develop strategies to streamline your practice and strengthen it. Next, we'll provide the quality education, training, management and consultation services required to achieve your goals. Throughout the process, you'll always receive the specialized attention and support you can only expect from Blue.

SEE WHY YOUR MEDICAL PRACTICE GOES WELL WITH BLUE.



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our people

When you work with Blue, you work with a team experts with more than 20 years of combined service in MEDICAL MANAGEMENT SOLUTIONS. We understand every nuance of this niche within the Healthcare Industry. Our talented staff is comprised of consultants, certified coders, credentialing coordinators, human resource specialists, accounts payable/payroll specialists, collection coordinators, information management specialists, and medical billers.





medical management solutions

services

We offer a broad range of MEDICAL MANAGEMENT SOLUTIONS services catered to meet your practice's needs.

- **New Practice Development**

Blue & Co. has setting up physician practices down to a science. From obtaining your tax identification number and articles of incorporation to assessing the ideal locations and office design to obtaining financing and the necessary licenses, permits and provider numbers—Blue & Co. will work alongside you each step of the way, until your practice is fully up and running. Utilizing a group of professionals with a proven process assures you are on the fast track to recovering your investment.

- **Ongoing Practice Management Services**

Blue & Co. provides practice management services to groups that are hesitant to employ a full-time Practice Administrator, are in an area where qualified individuals are difficult to locate, have a need for a temporary Manager, are a hospital system without the expertise in Physician Practice Management, or make the decision that outsourcing is the best option and outcome for the organization. Outsourcing the Management function, regardless of the size of your group or practice, assures that you have a knowledgeable team specializing in Physician Practice Management.

- **Bookkeeping/Accounts Payable & Payroll**

Blue & Co. provides bookkeeping, accounts payable, and payroll services to practices seeking a system of financial controls and oversight. By out-sourcing the process of paying bills and balancing the business checking account, practices can establish the incoming and outgoing cash separation required for clean audit processes.

- **Monthly Financial Reporting**

Blue & Co. uses your Practice Management Billing system to provide an analysis of your month end reports and provide advice for best practices. Our Consultants assist in setting goals and benchmarking through this monthly financial and practice indicator review. Blue & Co can prepare the monthly reports to be distributed to your Board of Directors, Partners, Owners or Physicians within the group to assist in planning, budgeting, marketing, and overall decision making.



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services

- **Vendor Negotiations**

All set-up and ongoing management clients of Blue & Co. have access to the benefits of our contract pricing. We use our volume of clients to negotiate optimum pricing on medical and office supplies.

- **Physician Billing Services**

When billing resources are short, Blue & Co. provides outsourced practice billing services to make sure your cash flow is not affected.

- **Analysis of Billing and Collection Services**

Blue & Co. can evaluate your current billing and collection processes to identify opportunities to maximize cash flows through increased turnaround of your practice's accounts receivable. We provide recommends for improvement and a plan of action that your staff can implement to deliver immediate results.

- **Revenue Enhancement/Coding Optimization**

Blue & Co. can review your practice's current services, fee schedule and ICD-9-CM and CPT code assignments to enhance your overall revenue performance. Through the services of a certified coder, we will perform medical record and billing audits. These audits may identify missed opportunities and reduce risk of inappropriate coding procedures. From there, we'll make recommendations to improve your practice compliance and reimbursement.

- **Credentialing and Contracting**

Our experienced staff has established relationships with insurance carriers to expedite credentialing and re-credentialing. We can handle all aspects of this tedious process, from obtaining applications to completing them for submission. Timely and accurate credentialing will ensure that your practice is receiving its maximum revenue. We also offer contract negotiation and renegotiation services focused on enhancing your revenue.



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- **Physician Practice Assessment**

Blue & Co. can assist in identifying new opportunities to maximize financial performance through a thorough practice assessment. Our team of experts will analyze staffing, pay scales, benefit packages, process and procedures, financials, medical record systems, billing systems, referral indicators, marketing efforts, affiliations, information systems, billing procedures and the overall practice performance and efficiency. Next, we work with you to set individual and practice goals and establish a strategy to reach them.

- **Rural Health Certification/Licensure**

Practices in a designated shortage area may qualify for cost-based reimbursement for Medicare and Medicaid patients. Blue & Co. will help you prepare for qualification by assisting with the required application procedures, providing implementation and training on the requirements of the Rural Health Policy and Procedure Manual, conducting mock inspections, preparing staff, assuring regulations compliance, and providing an on-site Consultant during the inspection when possible. We'll also assist with licensure and obtaining Rural Health Medicare and Medicaid provider numbers and coordinating the cost report preparation.

- **Primary Care Center Certification /Licensure**

Practices with a substantial Medicaid patient population may want to explore becoming certified as a Primary Care Center. Blue & Co. will help you navigate the waters toward certification by providing the necessary application support, training, and preparation just as we do with Rural Health Certification/Licensure.

- **Annual Reviews**

After licensure, Rural Health and Primary Care Centers must continue to follow the regulations. Our team can assure you continue to maintain your certification/licensure by performing an annual review and annual mock inspection. This review will assure you are prepared for the unannounced survey.



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services

- **Cost Reporting Services**

Our staff is comprised of Accountants (CPA's) who will assure your Cost Report has been submitted accurately to capture the maximum reimbursement for your clinic. We are dedicated to making this experience as smooth as possible and you can rest assured that we will be available if the Auditor contacts you with questions. We review all tentative and final settlements, assuring that you get what you are entitled to. We also advise you throughout the year and assist in those critical decisions that impact your cost report.

- **Human Resource Management**

Our team of experts is available to assist with recruitment, termination, employee counseling, performance improvement programs, evaluation of employee pay scales and benefit package, orientation checklists, ad placement, interviewing, employee evaluations and temporary staffing.

- **OSHA/HIPAA Training**

Blue & Co.'s team of experts are knowledgeable in the latest OSHA and HIPPA compliance standards. We help your practice's bottom line by providing extensive staff training in these areas, saving your practice the expense of sending your entire staff to annual seminars.



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