

WHO WE ARE

We are a physician-owned revenue cycle management company. Practice independence depends on strong financial health, and our physician owners recognize this firsthand.

Revenue cycle success has been a defining factor in their ability to remain independent. Eager to share the vehicle of this success with our colleagues, we created speroMD. **Our objective is to maximize the collection of revenue you have earned for the services you have provided.** We ensure that you receive what you deserve through comprehensive charge review and tenacious pursuit of the full payment due.

WHAT WE DO



Coding

Our preeminent feature is our **100% charge review** by certified medical coders, all trained through the industry gold standards of AAPC or AHIMA. Our domestic, in-house coding team ensures top-quality charge capture and review for our clients.



Billing

From claim submission to insurance follow-up, denial management to balance collection, our seasoned billing team supports clients at every stage. Leveraging decades of expertise and automated workflows, our specialists ensure **smooth and efficient claims** processing.



Patient Service

Our **in-house patient service** team offers a warm, solution-oriented approach to customer service. Representatives guide patients through explanation of benefits letters, ensuring they fully understand their charges. Our collaboration across coding, billing, and practice leadership supports a seamless patient experience.



Partner Collaboration

Our commitment to exceptional account service means we're always here for you. Whether you have questions, need training, or seek guidance, **your dedicated speroMD team** is available. We only make important decisions like write-offs with your approval or preset guidelines from your team.



Performance Transparency

Robust financial reports are vital for effective business management. A member of our leadership team will meet with you regularly to review reports and key performance indicators generated from your practice management data, resulting in a **fully-transparent performance management** program.

WHO WE HELP

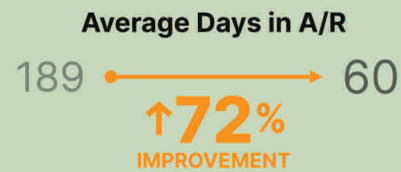
We understand the vital importance of preserving your autonomy in today's dynamic healthcare environment. Our specialized revenue cycle management solution is tailored precisely to meet the needs of independent practices like yours. With our comprehensive support, you can optimize revenue streams, improve operational workflows, and enhance patient satisfaction—all while retaining full control over your practice. Let us not only handle the complexities of your revenue cycle management, but improve your cash flow, accounts receivable, and patient satisfaction.

Unsure about your revenue cycle management needs? Ask us about an assessment. We will help you understand your strengths and opportunities.

Are you ready to accelerate your revenue cycle? Connect with us to learn exactly how we can help you. Email us at info@speromd.com or call us at **(224) 330-6300**.

OUR CUSTOMER SUCCESSES

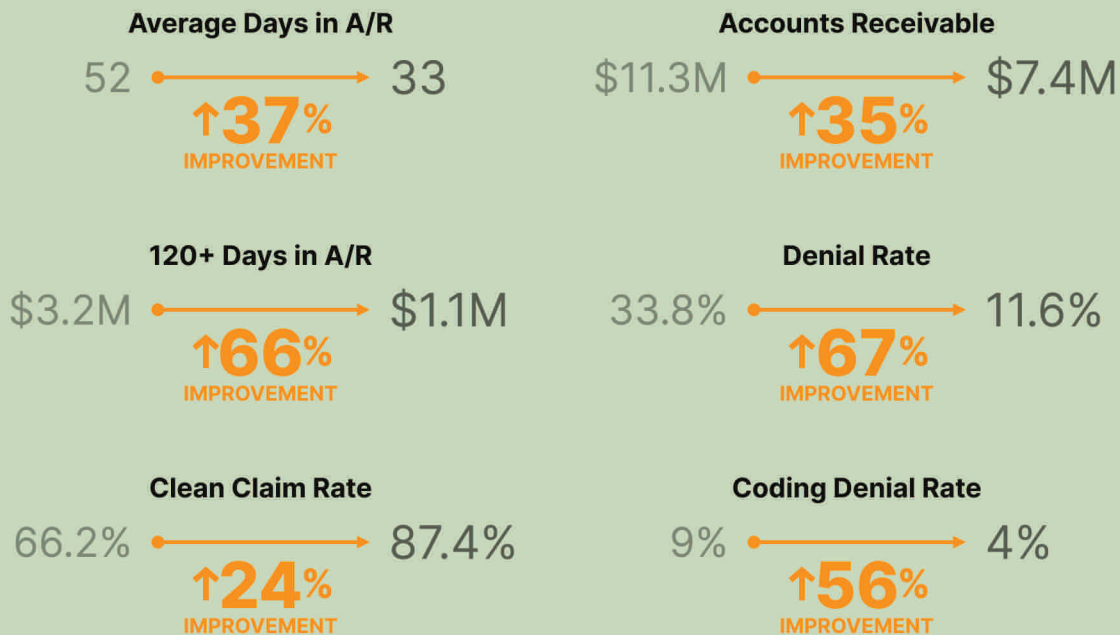
When a Colorado-based Primary Care practice turned to speroMD in February of 2019, their average days in accounts receivable was 189! We reengineered their billing process, repairing incorrectly posted payments, accurately applying credits, applying missed contractual adjustments, and appealing denied outstanding claims. In five months, we reduced A/R to 60 days.



A Virginia-based Primary Care practice joined speroMD in October of 2019 with outstanding insurance and self-pay balances of \$740,000 and total days in A/R of 24. We implemented a rapid recovery program that reduced total outstanding balances by 93% and days in A/R to 17 in only four months.



An Illinois-based surgical specialty practice joined speroMD in 2022 with a unique challenge. The physicians practiced at six different hospitals on multiple instances of Epic. Effectively managing their revenue cycle across the multiple practice management platforms had significantly impacted financial performance. By the end of 2023, we had drastically accelerated collections and improved accuracy, completely shifting their financial outlook.



“speroMD understands the unique qualities of Epic revenue cycle management and the intricacies of supporting a surgical practice”

Lead Surgeon / Owner
ENT Surgical Practice

“As a pediatrician and practice owner I cannot speak more highly of speroMD! If you are on Epic you need a revenue cycle team who understands how it works for your practice, that's speroMD”

Lead Physician / Owner
Pediatrics Practice

“If you want to increase revenue, decrease staffing needs, and educate your team, speroMD is the strategic partner you can trust”

Finance Director
Pediatrics Practice

EXPERIENCE BY THE NUMBERS

Charges

\$1.2B

Total

Encounters Coded

2.6M

Total

Patient Connections

55K

Annual

LEADING THE INDUSTRY

Our clients include primary care practices, procedural specialties, and multispecialty groups. One thing they all have in common is increased revenue thanks to our customized solutions. Our key performance indicators meet or beat industry benchmarks.

Average Days in A/R

20

vs
35
MEDIAN

Avg % A/R Over 120 Days

8%

vs
12%
MEDIAN

Denial Rate

<6%

vs
8%
MEDIAN

THIRD-PARTY VALIDATED RESULTS*

Don't take our word for it. We're recognized by Epic Systems with **5 gold trophies** and over a dozen in total.

Payment Plans with Autopay

99.4%

vs
74.4%
MEDIAN

Avg % A/R Over 90 Days

4.8%

vs
26.8%
MEDIAN

Bad Debt

0.2%

vs
1.1%
MEDIAN

Self-pay Net Collections Rate

96.5%

vs
72.0%
MEDIAN

Missing Claim Information Rate

0.55%

vs
0.88%
MEDIAN

Net Collection Rate

97.7%

vs
95.6%
MEDIAN

*Revenue cycle measures for our largest client benchmarked against comparable Epic customers

BE OUR NEXT SUCCESS STORY

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