



Dynamic pharmacy revenue cycle programs that enhance financial integrity



Configurable solutions to achieve a high-performing pharmacy revenue cycle

Uncovering opportunities for financial growth is a top priority for hospital leaders. We support hospitals and health systems to significantly improve the bottom line through our highly specialized revenue cycle programs.

An extraordinary opportunity that many health systems overlook

Medication costs are a key driver of expense within health systems, and obtaining associated reimbursement is critical to overall financial performance. Yet, many health system leaders are unaware of the solutions that can be implemented in their organizations or may not have the time or resources to invest in this highly specialized area. In either case, organizations are leaving money on the table.

High performing organizations maximize drug reimbursement capture

The pharmacy revenue cycle is complex and requires a collaborative and specialized approach. Improving performance requires fine-tuned workflows, training, dedicated resources, collaboration across multiple disciplines, and routine updates to core systems. Visante helps hospitals uncover significant opportunities that already exist in their organizations and develop new programs to capture otherwise lost revenue.

Comprehensive, highly configurable approach

Revenue Cycle Management is an incredibly complex process and capturing reimbursement for drugs adds even more layers. As drug costs continue to rise, efficient collaboration between pharmacy and revenue cycle is essential to capture reimbursement with minimal re-work. Visante's talented group of industry experts partners with your teams to document process workflows, identify gaps and recommend collaborative solutions that are tailored to your institution. Our goal is simple: We want you to see an excellent ROI almost immediately and implement processes to maintain your high-performing system.



We quickly generate financial improvement for our client and establish an infrastructure for strong future performance, ”

explains Joe Cesarz,
VP Visante.

“Collaboration between pharmacy, revenue cycle, managed care and informatics is critical to success. ”

Visante's Revenue Cycle Holistic Approach

1. Comprehensive assessment (months 3-6)
2. Initial "Tune-Up" (months 6-9)
3. Support & Maintenance (months 9 & beyond)



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— Steve Rough, SVP, Visante

Visante helps hospitals and health systems to optimize the business of pharmacy which requires optimizing pharmacy revenue cycle.

» Making the most of a complex, evolving industry

Visante's team includes the industry's most knowledgeable and experienced Pharmacy Revenue Cycle experts. We hit the ground running and work tirelessly to deliver excellent results. In addition, our vast experience with all types and sizes of hospitals and health systems brings you the advantage of industry knowledge and best practices.

Optimize Pharmacy Revenue Performance through:

- Managed care collaboration
- Prior Authorizations
- EMR build and maintenance
- Appeals and third-party audits
- Billing and coding
- Claim processing and validation
- Denial and write-off management

» To find out more visit visanteinc.com, or contact us at (866) 388-7583 or solutions@visanteinc.com. We look forward to the opportunity to work with you and your organization.

Visante, Inc.
101 East Fifth Street,
#2220
St. Paul, MN 55101

visanteinc.com

Visante UK Limited
5 Chancery Lane
Clifford's Inn
London EC4A 1BL

visante.co.uk

Visante Canada Limited
245 Wyecroft Road, Unit 4
Oakville ON L6K 3Y6
Canada

visantecanada.ca

