



Bill Dunbar and Associates

**BDA's Success Stories for Two  
Kentucky Hospitals**



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## **BDA's success with Kentucky Hospitals has proven results!**

Each of the Kentucky Hospitals realized immediate and significant benefits after partnering with BDA. They refined their documentation, coding, and billing processes. These enhancements, included one-on-one physician and staff training, which resulted in significant net revenue growth and improved Compliance.



### **Hospital's Pain Points:**

- From Health Systems to Critical Access Hospitals, each type of hospital is impacted by all of the recent reimbursement cutbacks, COVID-19, the Affordable Care Act, bond rating downgrades, and decreased operating revenue margins.

### **Actions and Results:**

- Each of the hospitals requested a Complimentary Preliminary Analysis.
- BDA conducted a Preliminary Analysis and presented our findings, along with a customized, hard copy report.
- We recommended and helped implement a series of targeted solutions, including one-on-one physician and nurse training to improve documentation and coding.

### **Benefits:**

- More accurate and appropriate ongoing documentation and coding.
- Better staff alignment, resulting in improved documentation, coding, and billing process.
- Improved documentation by physicians and nurses, as a result of one-on-one training and education.
- Increased revenue capture and compliance.
- Implementation of an appeals process.
- Improved reimbursement with payers.
- Improved processes in each practice.

### **Complimentary Preliminary Analysis**

Before each Hospital partnered with BDA, they requested a Complimentary Preliminary Analysis – and you can too.

Your “Prelim” Report will identify your most significant opportunities for net revenue growth and improved compliance. We'll review these findings with you and recommend targeted solutions to help you improve your bottom line. And the report is yours to keep, even if you choose not to partner with us.

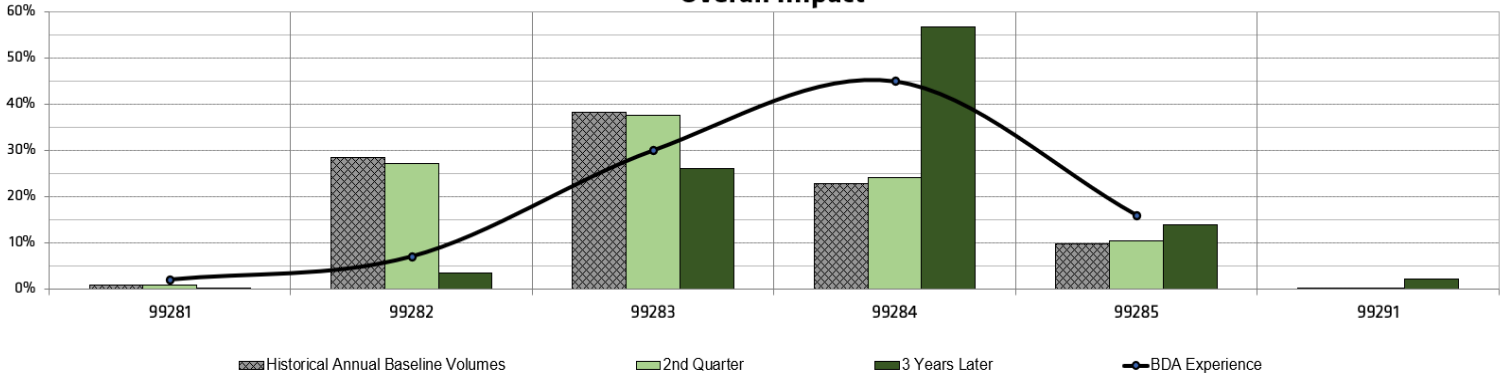
Ready to get started or want more information? Please contact us:

- By Phone: 1.800.783.8014 or 317.247.8014
- By Email: [info@billdunbar.com](mailto:info@billdunbar.com)

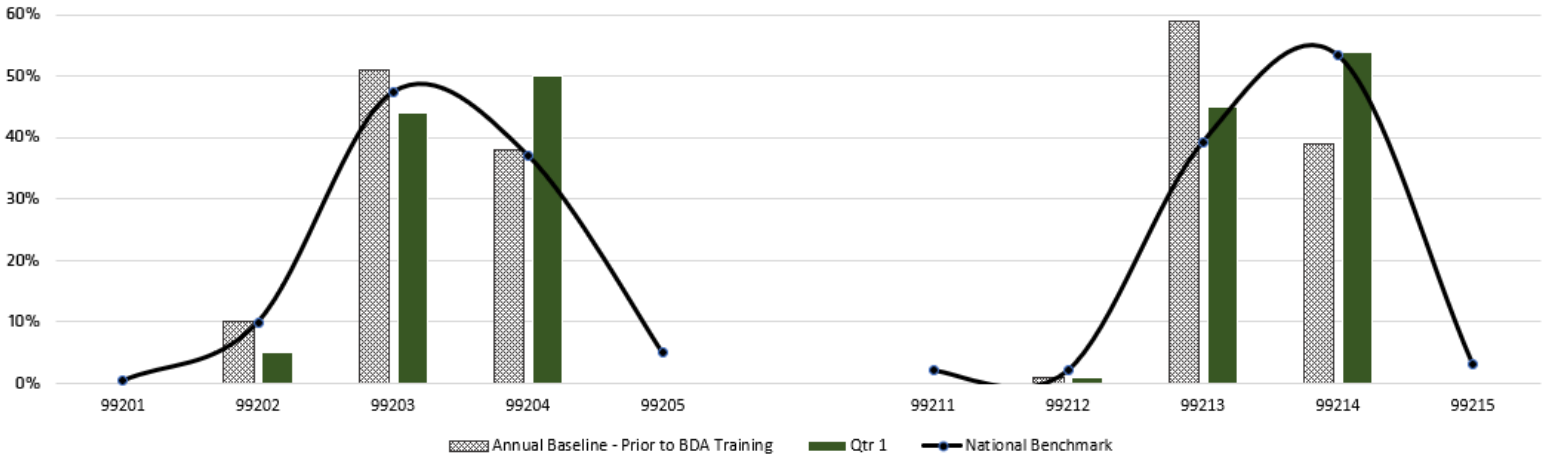


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### KY Hospital A: Emergency Department - Facility Charge Level Trend Overall Impact



### KY Hospital B: Family Practice Impact After 1st Quarter



## In Summary: BDA Typical Net Improvements

- 20%+ Improvement - ED Facility
- 10-15% Improvement - Multi-Specialty