

ZirMed, Inc.

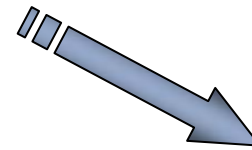
ASC X12 & WEDI

Real Time Adjudication Conference

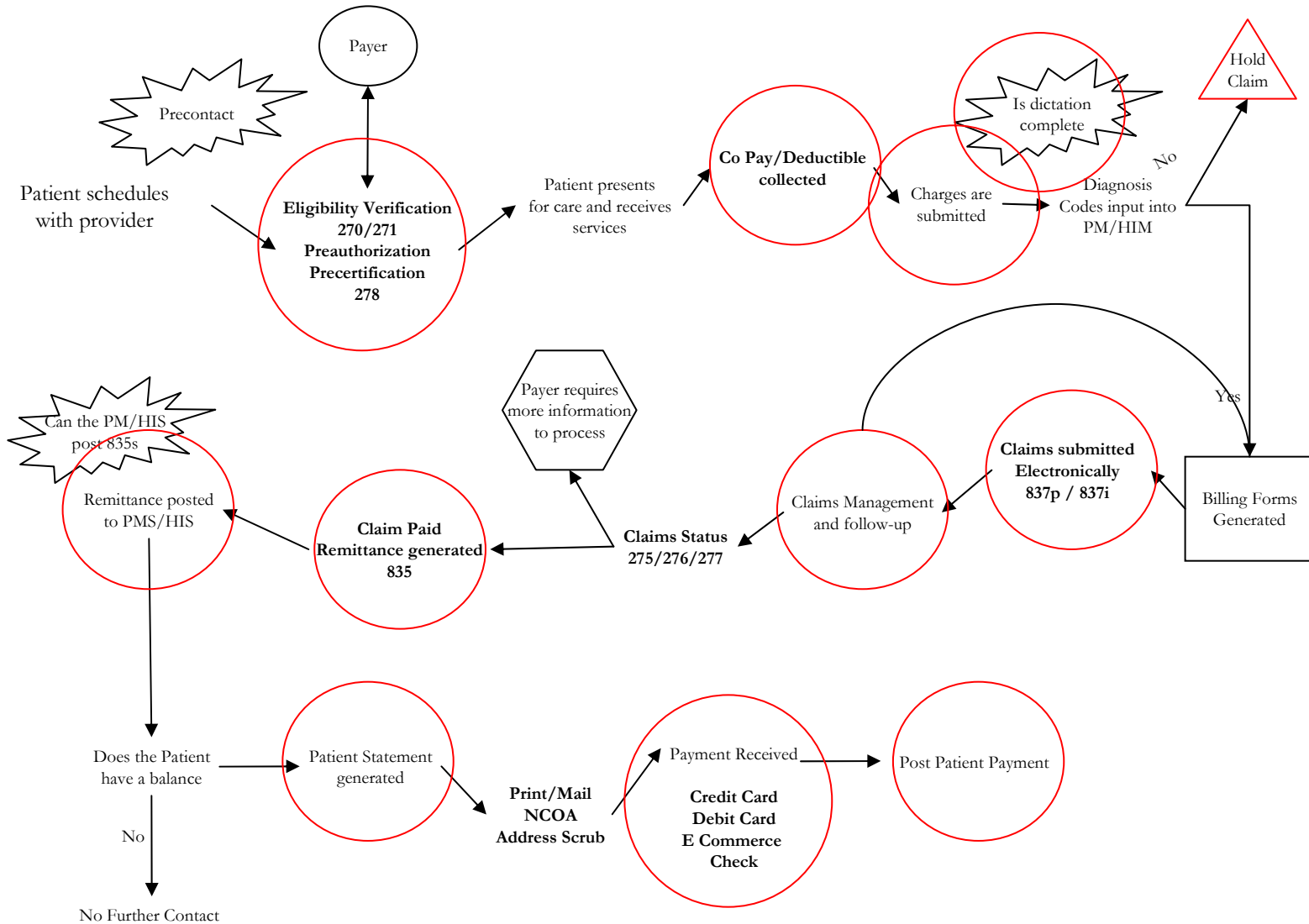
February 13, 2007



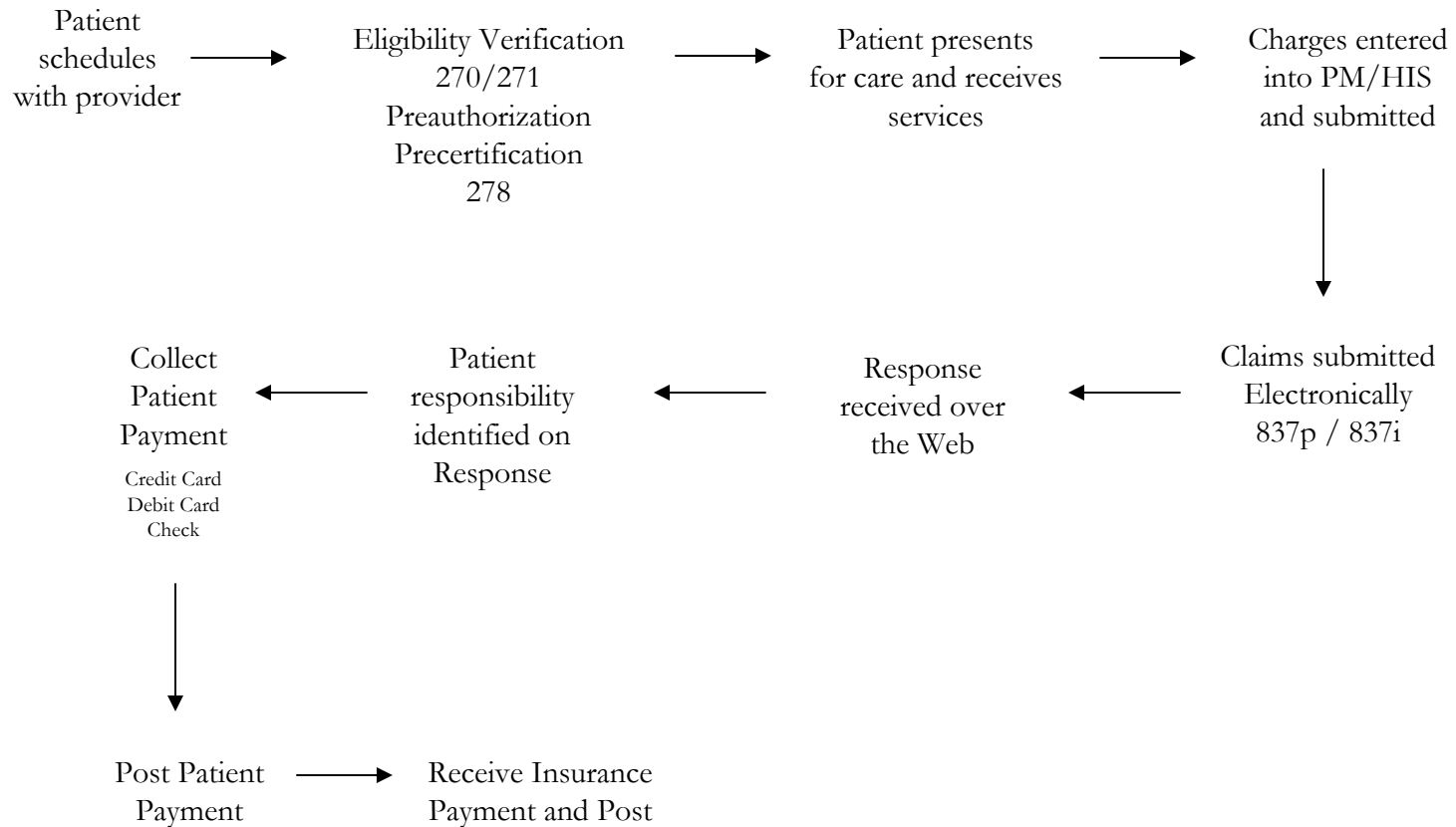
Putting the “Retail” in Healthcare



Revenue Cycle Flow Chart



Real Time Flow Chart



Opportunity for Technology Providers to Work Together

Necessary Tools for Real Time Adjudication

- ◆ Ability to identify eligible patients and verify coverage
- ◆ PMS interface to create a claim
- ◆ Transmission protocols for a single claim transaction
- ◆ Application of edits, rules and validations at clearinghouse level
- ◆ Prioritization of Real Time claims at clearinghouse level
- ◆ Delivery and understanding of responses
- ◆ Ability to collect monies owed

Why Not Go Retail?

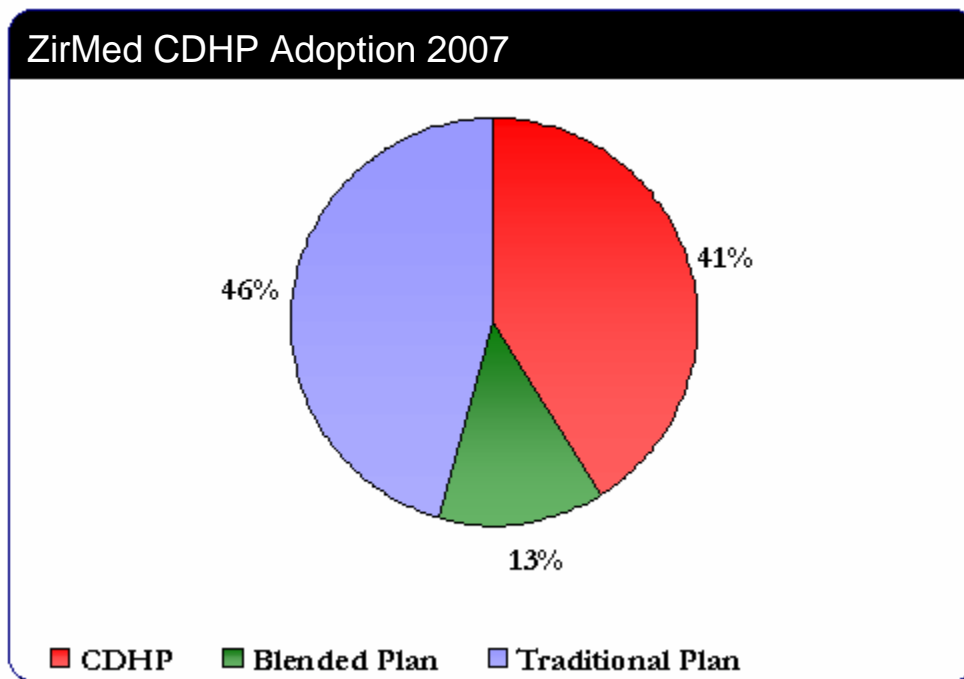
- ◆ Provider outsources billing and collection functions (20%+)
- ◆ Hospital based physician group or practice
- ◆ Work Flow Patterns (office logistics)
- ◆ Near Time is Good Enough
- ◆ Enough money . . . A/R at acceptable limits
- ◆ Enjoy sending patient statements and seeing high A/R on balance sheet

Real Expectations

Setting Expectations

- ◆ Provider workflow analysis and processes
- ◆ Multiple click process to generate claims
- ◆ Interface between accounting/billing system and EDI with Internet capabilities
- ◆ Percentage of Real Time claims that can adjudicate
- ◆ Rejections Now What???
- ◆ Funding (EFT) and ERAs

CDHP / HSA Adoption at a micro level



- ◆ Offered CDHP for the first time in 2007
- ◆ 41% of covered lives selected CDHP option
- ◆ 76% of employees contribute to either a Health Savings Account (HSA) or Flexible Savings Account (FSA)

Ready for Real Time?

ZirMed has accepted the challenge to promote Real Time Adjudication

- ◆ Workflow Training
- ◆ Providing Real Time Tools
- ◆ Technology Integration
- ◆ Health Plan Adoption

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