**Part 1 of 7**

<table>
<thead>
<tr>
<th>Name of billing/accounts receivable/revenue cycle management system</th>
<th>APEASY Software Solutions</th>
<th>Computer Service and Support</th>
<th>Cortex Medical Management Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td>(client’s option)</td>
<td>Caterpillar Sales</td>
<td>Clement Medical Management Systems</td>
<td><strong>Note:</strong> A dash in lieu of an answer means company did not answer question or question is not applicable.</td>
</tr>
</tbody>
</table>
| | Christopher Lord | Craig Roberson | **Part 1 of 7**
<p>| | 82 Lowell St., Suite 3 Manchester, NH 03101 | 2106 New Rd, Elk Litton, NJ 08221 | <strong>Note:</strong> A dash in lieu of an answer means company did not answer question or question is not applicable. |
| | 800-477-2263 <a href="http://www.apeasy.com">www.apeasy.com</a> | 609-653-6444 <a href="http://www.ccss.com">www.ccss.com</a> | <strong>Note:</strong> A dash in lieu of an answer means company did not answer question or question is not applicable. |
| Configuration of billing/AR/RCM system | EasyPath Bill | Axion Business Intelligence | Cortex Medical Billing RCM+ |
| | available as a standalone product that can interface with other companies’ central LISs or billing and as a dedicated APEASY module | as a standalone product that can interface with other companies’ central LISs and as a dedicated Computer Service and Support and Management System | available as a standalone product that can interface with other companies’ central LISs and as a dedicated Cortex Medical Management Module |</p>
<table>
<thead>
<tr>
<th>Name of billing/accounts receivable/revenue cycle management system</th>
<th>LabSEM Billing</th>
<th>Resolve</th>
<th>HiPayPro</th>
</tr>
</thead>
<tbody>
<tr>
<td>Configuration of billing/A&amp;R/RCM system</td>
<td>available as a standalone product that can interface with other companies' LISs and as a dedicated Diamond Computing module</td>
<td>available as a dedicated module for Epic's EHR</td>
<td>available as a standalone product that can interface with other companies' central LISs or EHRs</td>
</tr>
<tr>
<td><strong>Percentage of billing/A&amp;R/RCM system clients that use another company's LIS</strong></td>
<td>20%</td>
<td>65%</td>
<td>70%</td>
</tr>
<tr>
<td>Year company began selling billing/A&amp;R/RCM systems</td>
<td>1984</td>
<td>1981</td>
<td>2008</td>
</tr>
<tr>
<td>Most recent billing/A&amp;R/RCM system installation (based on March 2017 survey deadline)</td>
<td>September 2016</td>
<td>March 2017</td>
<td>March 2017</td>
</tr>
<tr>
<td>Last major release or update of featured billing/A&amp;R/RCM system</td>
<td>January 2017 (version 2.3)</td>
<td>2016 (Epic 2017)</td>
<td>2017 (version 2.7.11)</td>
</tr>
<tr>
<td><strong>No. of contracts for sites operating billing/A&amp;R/RCM system</strong></td>
<td>11</td>
<td>330</td>
<td>237</td>
</tr>
<tr>
<td><strong>No. of sales of billing/A&amp;R/RCM system between March 2016–March 2017</strong></td>
<td>11 (10/15/10/4/0)</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td><strong>No. of installations of billing/A&amp;R/RCM system between March 2016–March 2017</strong></td>
<td>—</td>
<td>262 (—†/—†/—†/—†/—†/—†)</td>
<td>237 (227/30/29/0/0/0)</td>
</tr>
<tr>
<td><strong>No. of sites operating billing/A&amp;R/RCM system (HL/IL/PP/PO/OL/FI)</strong></td>
<td>11 (0/10/1/0/0/0)</td>
<td>—†</td>
<td>—</td>
</tr>
<tr>
<td><strong>Market billing/A&amp;R/RCM system outside the U.S.</strong></td>
<td>no</td>
<td>yes</td>
<td>no</td>
</tr>
<tr>
<td>Human languages (other than English) supported by system</td>
<td>—</td>
<td>yes</td>
<td>none</td>
</tr>
<tr>
<td><strong>No. of inpatient invoices handled by installed sites annually</strong></td>
<td>5,000–70,000 (average, 20,000)</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td><strong>No. of outpatient requisitions handled by installed sites annually</strong></td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td><strong>Average, 20,000</strong></td>
<td>—</td>
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<td>—</td>
</tr>
<tr>
<td><strong>No. of user workstations in sites operating billing/A&amp;R/RCM system</strong></td>
<td>3–13 (average, 6)</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td><strong>No. of employees in company</strong></td>
<td>7</td>
<td>9,700</td>
<td>27</td>
</tr>
<tr>
<td><strong>No. of employees dedicated to billing/A&amp;R/RCM system development, install, support</strong></td>
<td>1</td>
<td>710</td>
<td>21</td>
</tr>
<tr>
<td><strong>No. of laboratory sites</strong></td>
<td>21</td>
<td>yes (a list of comparable sites)</td>
<td>yes (a list of comparable sites)</td>
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</tr>
</tbody>
</table>

**Features/Modules**

- **Patient demographics transferred via interface from LIS to billing/A&R/RCM system**
  - installed
- **1200 claim form generation (paper version)**
  - installed
- **1204 claim form generation (paper version)**
  - installed
- **Client invoice generation**
  - installed
- **Patient or family invoice generation**
  - installed
- **Generate reprints of claim forms and invoices on demand**
  - installed
- **Key indicator tracking (online view of site-assigned key indicators)**
  - installed
- **Billing by test profile**
  - installed
- **Component billing**
  - installed
- **Medical necessity screening for Medicare**
  - installed
- **Professional component billing**
  - installed
- **Auto delete of non reimbursable procedures**
  - installed
- **Billing for technical component only**
  - installed
- **Retain demographic data for reporting patients**
  - installed
- **Account and patient payment posting**
  - installed
- **Accounts receivable system**
  - installed
- **Management and/or marketing report generation**
  - installed
- **Automatic balance to patients**
  - installed
- **Capitation billing plus billable tests**
  - installed
- **Generate utilization reports for managed care**
  - installed
- **Generate global charges for lab tests**
  - installed
- **Unlimited user-defined fee schedules**
  - installed
- **Track financial classes**
  - installed
- **Allow open-item accounting where each line item on bill can be handled separately**
  - installed
- **User report writer**
  - installed
- **User defined collection system**
  - installed
- **Client services or call tracking module**
  - installed
- **Credit card processing**
  - available via third-party agreement
- **Business analytics**
  - available via third-party agreement
- **Patient Web portal**
  - available via third-party agreement
- **Benefit eligibility checking**
  - installed
- **Guarantor billing**
  - available via third-party agreement

**Advantages**

- **Seamless and consistent user interface**
- **Web-based platform**
- **Streamlined operations**
- **Scalability and flexibility**
- **Integration with other systems**
- **Customizability**
- **Support and training**
- **Experience**

**Disadvantages**

- **Cost of implementation**
- **Integration challenges**
- **System complexity**
- **Ongoing maintenance costs**

**Summary**

Diamond Computing offers a comprehensive billing/A&R/RCM system that supports a wide range of features and modules, offering clients flexibility and customization options. The system is designed to integrate seamlessly with other healthcare systems and provide robust reporting capabilities. However, the implementation cost and the need for ongoing maintenance can be significant factors to consider for potential clients.
**Part 3 of 7**

**Table: Billing/Accounts Receivable/RCM Systems**

<table>
<thead>
<tr>
<th>Feature/Module</th>
<th>Name of billing/accounts receivable/RCM system</th>
<th>HEX Laboratory Systems: Susan Bollinger <a href="mailto:sbollinger@hexlab.com">sbollinger@hexlab.com</a></th>
<th>MEDITECH: Andrea Quinn <a href="mailto:aquinn@meditech.com">aquinn@meditech.com</a></th>
<th>MEDITECH: Andrea Quinn <a href="mailto:aquinn@meditech.com">aquinn@meditech.com</a></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Meaning by which billing/AR/RCM system tracks profitability</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Advanced system capabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Standards and codes supported</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>System supports electronic data interchange with third-party payers and claims clearinghouses</strong></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>Electronic functions offered</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>Third-party rules and code updates supported by system</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Billing/AR/RCM system provides index field in each test definition for LOINC code</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Provides LOINC dictionary for each new installation</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Client receives copy of source code</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Methods by which users can tailor billing/AR/RCM system in their own setting</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Billing/AR/RCM system received ONC-ATACH certification</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Billing/AR/RCM functionality available via ASP or cloud-based data center</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total cost for smallest standalone billing/AR/RCM system installed</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total cost for largest standalone billing/AR/RCM system installed</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total incremental cost for smallest install using billing/AR/RCM</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total incremental cost for largest install using billing/AR/RCM</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Distinguishing product features (supplied by company)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

**Notes:**

- **HIPAA transaction sets, X12 5010A1, IANAB EDI guidelines, ICD-9-CM, ICD-10, CPT, HCPCS level II**
- **claims, payments, eligibility, remittance; all types of system interfaces; customer-defined screens, parameters, reports, rules and remittances via ANSI 837/835 interfaces**
- **1500 claim form generation (paper version)**
- **Auto delete of nonbillable procedures**
- **Test, payer, client (user's choice)**
- **Bill payer, client (user's choice)**
- **One statement combining acute and ambulatory**
- **Rules-based processing, bundling/ unbundling, 72-hour rule**
- **Claims, payments, eligibility, remittance; all types of system interfaces; customer-defined screens, parameters, reports, rules and remittances via ANSI 837/835 interfaces**
- **free updates and competitive pricing with a one-time fee for cloud and support**
- **quick access to all patient account and billing details from a single desktop**

---

**Additional Information:**

- **Client receives copy of source code**
- **Methods by which users can tailor billing/AR/RCM system in their own setting**
- **Billing/AR/RCM system received ONC-ATACH certification**
- **Billing/AR/RCM functionality available via ASP or cloud-based data center**
- **Total cost for smallest standalone billing/AR/RCM system installed**
- **Total cost for largest standalone billing/AR/RCM system installed**
- **Total incremental cost for smallest install using billing/AR/RCM**
- **Total incremental cost for largest install using billing/AR/RCM**
- **Distinguishing product features (supplied by company)**

---

**Contact Information:**

- **HEX Laboratory Systems**
  - **Susan Bollinger**
  - **sbollinger@hexlab.com**
  - **10428 S Camino Real, Suite 358**
  - **Encinitas, CA 92024**
  - **800-729-2085**
  - www.hexlab.com

- **MEDITECH**
  - **Andrea Quinn**
  - **aquinn@meditech.com**
  - **Meditech Circle**
  - **Westwood, MA 02090**
  - **781-821-3000**
  - www.meditech.com

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**See captodayonline.com/productguides for an interactive version of guide**

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**Tabulation does not represent an endorsement by the College of American Pathologists.**
<table>
<thead>
<tr>
<th>Features/Modules</th>
<th>Installed</th>
<th>Available</th>
<th>Not Available</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Patient demographics</strong> transferred via interface from LIS to billing/AR/RCM system</td>
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<td><strong>1500 claim form generation (paper version)</strong></td>
<td>installed</td>
<td>installed</td>
<td>installed</td>
</tr>
<tr>
<td><strong>AB-4 claim form generation (paper version)</strong></td>
<td>installed</td>
<td>installed</td>
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<tr>
<td><strong>Client invoicing generation</strong></td>
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[††included in total for hospital labs
†includes Puerto Rico and Virgin Islands
*  HL=hospital labs, IL=independent labs, PP=pathology practices (only surgical pathology/ cytology services), PO=physician offices, OL=other U.S. locations, FI=foreign installations
** total cost includes hardware, software, installation, and training
Note: A dash in a data cell means company did not answer question or question is not applicable.]

**Medical Information Technology**

**Andrea Quinn**

aquinn@meditech.com

Meditech Circle

Westwood, MA 02090

781-821-3000

www.meditech.com

**NeiliMS**

Selti

strands@neilims.com

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Ridgefield, NJ 07650

201-894-5300

www.neilims.com

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**Billin/g/accounts receivable/rcm systems**

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**Part 4 of 7**
### BILLING/ACCOUNTS RECEIVABLE/RCM SYSTEMS

#### Part 5 of 7

**Name of billing/accounts receivable/revenue cycle management system**
- **NovoPath**
  - Richard Callahan
  - sales@novopath.com
  - 301 N. Harrison St., Suite 384
  - Princeton, NJ 08540
  - 877-668-6123
  - www.novopath.com

**Features/Modules**
- **Percentage of billing/AR/RCM system clients that use another company's LIS**
  - No. of installations of billing/AR/RCM system between March 2016–March 2017: 12
  - No. of installations of billing/AR/RCM system between March 2016–March 2017: 5
  - No. of installations of billing/AR/RCM system between March 2016–March 2017: 10

**Market billing/AR/RCM system outside the U.S.**
- No
- No
- No

**Standards and coding systems supported**
- HIPAA transaction sets, X12 5010A1, ICD-9-CM, ICD-10, CPT
- HCPCS level II
- HIPAA guidelines, ICD-9-CM, ICD-10, CPT
- HCPCS level II
- HIPAA guidelines, ICD-9-CM, ICD-10, CPT
- HCPCS level II

**Means by which billing/AR/RCM system tracks profitability**
- Test, paper, client (user's choice)
- Rule-based processing, claims scrubbing, bundling/unbundling
- Test, paper, client (user's choice)
- Rule-based processing, claims scrubbing, bundling/unbundling

**Advanced system capabilities**
- Test, paper, client (user's choice)
- Rule-based processing, claims scrubbing, bundling/unbundling
- Test, paper, client (user's choice)
- Rule-based processing, claims scrubbing, bundling/unbundling

**Standards and coding systems supported**
- HIPAA transaction sets, X12 5010A1, ICD-9-CM, ICD-10, CPT
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- HIPAA transaction sets, X12 5010A1, ICD-9-CM, ICD-10, CPT
- HCPCS level II

**System supports electronic data interchange with third-party payers and claims clearinghouses**
- Yes
- Yes
- Yes

**Electronic functions offered**
- Electronic functions offered
- Electronic functions offered
- Electronic functions offered

**Third-party rules and codes updates supported by system**
- None
- None
- None

**Billing/AR/RCM system provides indexed field in each test definition for LOINC code**
- No
- No
- No

**Client receives copy of source code**
- No
- No
- No

**Billing/AR/RCM system received ASCP certification**
- Yes
- Yes
- Yes

**Billing/AR/RCM functionality available via ASP or cloud-based data center**
- Available as a local server or an ASP or cloud-based product (client's option)
- Monthly subscription fee for the latter

**Total cost for smallest standalone billing/AR/RCM system install**
- $10,000–$25,000 for installation: flat rate, bundled, and tiered pricing options based on size and scope

**Distinguishing product features (supplied by company)**
- Batch eligibility checking and claims receipt acknowledgments
- Electronic secondary insurance billing and rebilling
- User-designated patient letters and payer appeal letters
- Support workflow automation for managing complex payer rules and remittance data at claim and line levels
- SoftBI business intelligence portal provides software also marketed by RCM Enterprise Services

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**Part 6 of 7**

**Schuyler House**
Janet Chernault  
jo@schuylerhouse.com  
27821 Freemont Court, Suite 6  
Valencia, CA 91355  
800-706-0266  
www.schuylerlab.com

**Seacoast Laboratory Data Systems**
Lisa Turgson  
slis@sslcds.com  
195 New Hampshire Ave., Suite 140  
Portsmouth, NH 03801  
603-431-4114, ext. 6220  
www.sslcds.com

**Sunquest Information Systems**
Stephanie Clohessey  
stephanie.clohessey@sunquestinfo.com  
620-570-2000  
www.sunquestinfo.com

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<table>
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<th>SurroundLab AR</th>
<th>Sunquest Clinical Financial</th>
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**Configuration of billing/AR/RCM system**
- Schuyler House’s LIS
- as a standalone product that can interface with other companies’ central LISs or EHRs and as a dedicated module

- 125
- 2
- 75 (7/19/04/03/0)

- —
- —
- 40

- no
- no
- —

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**Features/modules**
- Patient demographics transferred via interface from LIS to billing/AR/RCM system  
- 100–1,000,000+  
- 1–65 (average, 4)  
- 25  
- no

- 1500 claim form generation (paper version)  
- —  
- 10  
-  —

- UB-04 claim form generation (paper version)  
- —  
- —  
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- Client insurance generation  
- —  
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- Generate reports of claim forms and invoices on demand  
- —  
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- Key indicator tracking (online view of site-assigned key indicators)  
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- —

- Accounts receivable system (stand-alone)  
- —  
- —  
- —

- Management and/or marketing report generation  
- —  
- —  
- —

- Automatic balance billing to patients  
- —  
- —  
- —

- Chromatin testing plus labable tests  
- —  
- —  
- —

- Generate utilization reports for managed care  
- —  
- —  
- —

- Generate global charges for lab tests  
- —  
- —  
- —

- Unlimited user-defined fee schedules  
- —  
- —  
- —

- Track financial classes  
- —  
- —  
- —

- Allow open-item accounting (each line item on bill can be handled separately)  
- —  
- —  
- —

- User report writer  
- —  
- —  
- —

- User-defined collection system  
- —  
- —  
- —

- Client services or call tracking module  
- —  
- —  
- —

- Credit card processing  
- —  
- —  
- —

- Business analytics  
- —  
- —  
- —

- Patient think portal  
- —  
- —  
- —

- Benefit eligibility checking  
- —  
- —  
- —

- Guarantee billing  
- —  
- —  
- —

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**Means by which billing/AR/RCM system tracks profitability**  
- functionality not provided

**Advanced system capabilities**
- Laboratories reporting, claims scrubbing

**Standards and coding systems supported**
- HIPAA transaction sets, X12 5010A1, ICD-9-CM, ICD-10, CPT

**System supports electronic data interchange with third-party payers and claims clearinghouses**
- CodeMap

**Third-party rules and coding updates supported by system**
- CodeMap

**Billing/AR/RCM system received IND-CERT**
- no

**Billing/AR/RCM functionary available via ASP or cloud-based data center**
- no

**Total cost for smallest standalone billing/AR/RCM system**
- $7,500 (annual fees, 1% of purchase price)

**Distinquishing product features (supplied by company)**
- direct Medicare and Medicaid billing, including claims and remittance, in all regions of the United States
- commercial lab centric; scalable; fully customizable

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**Notes:**
- Distinguishing product features (supplied by company) do not represent an endorsement by the College of American Pathologists.
Name of billing/accounts receivable/revenue cycle management system

| TELCOR Revenue Cycle Management | XIFIN RPM |

Configuration of billing/A/R/RCM system

- **Percentage of billing/A/R/RCM system clients that use another company's LIS:**
  - TELCOR: 95%
  - XIFIN: 95%

Year company began selling billing/A/R/RCM systems

- **Most recent billing/A/R/RCM system installation (based on March 2017 survey deadline):**
  - TELCOR: March 2017
  - XIFIN: March 2017

Last major release or update of featured billing/A/R/RCM system

- **No. of contracts for sites operating billing/A/R/RCM system:**
  - TELCOR: 153
  - XIFIN: 153

- **No. of sites operating billing/A/R/RCM system between March 2016–March 2017:**
  - TELCOR: 35
  - XIFIN: 35

- **No. of sites operating billing/A/R/RCM system between March 2016–March 2017:**
  - TELCOR: 26
  - XIFIN: 26

- **No. of sites operating billing/A/R/RCM system between March 2016–March 2017:**
  - TELCOR: 141 (28/63/33/19—molecular, mobile radiology, environmental, public health, service bureau/0)
  - XIFIN: 350 (49/275/22/4—imaging, medical device/0)

Market billing/A/R/RCM system outside the U.S.

- **Human languages (other than English) supported by system:**
  - TELCOR: no
  - XIFIN: no

- **No. of Inpatient invoices handled by installed sites annually:**
  - TELCOR: —
  - XIFIN: —

- **No. of Outpatient requisitions handled by installed sites annually:**
  - TELCOR: 15,000–11,000,000 (average, 2,000,000)
  - XIFIN: 500–12,000,000 (average, 3,000,008)

Features/modules

- **Patient demographics transferred via interface from LIS to billing/A/R/RCM system:**
  - TELCOR: installed
  - XIFIN: installed

- **t/120 claim form generation (paper version):**
  - TELCOR: installed
  - XIFIN: installed

- **1099 claim form generation (paper version):**
  - TELCOR: installed
  - XIFIN: installed

- **Client invoice generation:**
  - TELCOR: installed
  - XIFIN: installed

- **Patient or family invoice generation:**
  - TELCOR: installed
  - XIFIN: installed

- **Generate claims forms and invoices on demand:**
  - TELCOR: installed
  - XIFIN: installed

- **Key indicator tracking (site view of site-assigned key indicators):**
  - TELCOR: installed
  - XIFIN: installed

- **Billing by test profile:**
  - TELCOR: installed
  - XIFIN: installed

- **Component billing:**
  - TELCOR: installed
  - XIFIN: installed

- **Medical-necessity screening for Medicare:**
  - TELCOR: installed
  - XIFIN: installed

- **Professional component billing:**
  - TELCOR: installed
  - XIFIN: installed

- **Auto-delete of nontenable procedures:**
  - TELCOR: installed
  - XIFIN: installed

- **Billing for technical component only:**
  - TELCOR: installed
  - XIFIN: installed

- **Return demographic data for referring patients:**
  - TELCOR: installed
  - XIFIN: installed

- **Account and patient payment posting:**
  - TELCOR: installed
  - XIFIN: installed

- **Accounts receivable system:**
  - TELCOR: installed
  - XIFIN: installed

- **Account and patient payment posting:**
  - TELCOR: installed
  - XIFIN: installed

- **Accounts receivable system:**
  - TELCOR: installed
  - XIFIN: installed

- **Management and/or marketing report generation:**
  - TELCOR: installed
  - XIFIN: installed

- **Automatic balance billing to patients:**
  - TELCOR: installed
  - XIFIN: installed

- **CPT Coding billing plus balanced tests:**
  - TELCOR: installed
  - XIFIN: installed

- **Generate utilization reports for managed care:**
  - TELCOR: installed
  - XIFIN: installed

- **Generate global charges for lab tests:**
  - TELCOR: installed
  - XIFIN: installed

- **Unlimited user-defined fee schedules:**
  - TELCOR: installed
  - XIFIN: installed

- **Track financial classes:**
  - TELCOR: installed
  - XIFIN: installed

- **Allow open-item accounting (each line item on bill can be handled separately):**
  - TELCOR: yes
  - XIFIN: yes

- **User report writer:**
  - TELCOR: installed
  - XIFIN: installed

- **User-defined collection system:**
  - TELCOR: installed
  - XIFIN: installed

- **Client services or call tracking module:**
  - TELCOR: installed
  - XIFIN: installed

- **Credit card processing:**
  - TELCOR: installed
  - XIFIN: installed

- **Business analytics:**
  - TELCOR: installed
  - XIFIN: installed

- **Patient Web portal:**
  - TELCOR: installed
  - XIFIN: installed

- **Billing cycle feasibility checking:**
  - TELCOR: installed
  - XIFIN: installed

- **Guarantee billing:**
  - TELCOR: installed
  - XIFIN: installed

Measures by which billing/A/R/RCM system tracks profitability

**Advanced system capabilities supported**

- **Standards and coding systems supported**
  - **HIPAA transaction sets, X12 5010A1, IAIABC EDI guidelines, ICD-9-CM, ICD-10, CPT, HCPCS level II, RINU**
  - **ICD-10, CPT, HCPCS level II, RVU**

**System supports electronic data interchange with third-party payers and clearinghouses**

- **Electronic functions offered**
  - **Rules-based processing, claims scrubbing, bundling/unbundling, 72-hour rule**
  - **Rules-based processing, claims scrubbing, bundling/unbundling, 72-hour rule**

**Third-party rules and coding updates supported by system**

- **Meaningful use claims, payments, audit, automatic status, eligibility, claim responses, publication/invoices**
  - **Meaningful use claims, payments, audit, automatic status, eligibility, claim responses, publication/invoices**

**Billing/A/R/RCM system provides indexed field in each test definition for LOINC code**

- **Upgrades LUINC dictionary for each new installation**
  - TELCOR: yes
  - XIFIN: yes

**Clients restricted from sharing with others their experience with company or software**

- **Provide list of client sites to potential customers on request**
  - TELCOR: (a list of comparable sites)
  - XIFIN: (a list of comparable sites)

**No. of outpatient requisitions handled by installed sites annually**

- **Average, 2,000,000**
  - TELCOR: —
  - XIFIN: —

**Total incremental cost for largest install using billing/A/R/RCM as a dedicated LIS module**

- **$10,000–$200,000; fees based on many factors**
  - TELCOR: —
  - XIFIN: —

**Total cost for largest standalone billing/A/R/RCM system install**

- **$80,000; annualized fees of 1%–2.5% of net revenue**
  - TELCOR: —
  - XIFIN: —

**Name of billing/accounts receivable/revenue cycle management system**

- **TELCOR Revenue Cycle Management**
  - Corey Wilbeck: corey.wilbeck@telcor.com
  - 7101 A St., Lincoln, NE 68510
  - 855-489-1207
  - www.telcor.com

- **XIFIN RPM**
  - Bill Taylor: btaylor@xifin.com
  - 12225 El Camino Real, San Diego, CA 92130
  - 858-793-5700
  - www.xifin.com