

# Case Study: Montefiore Health System

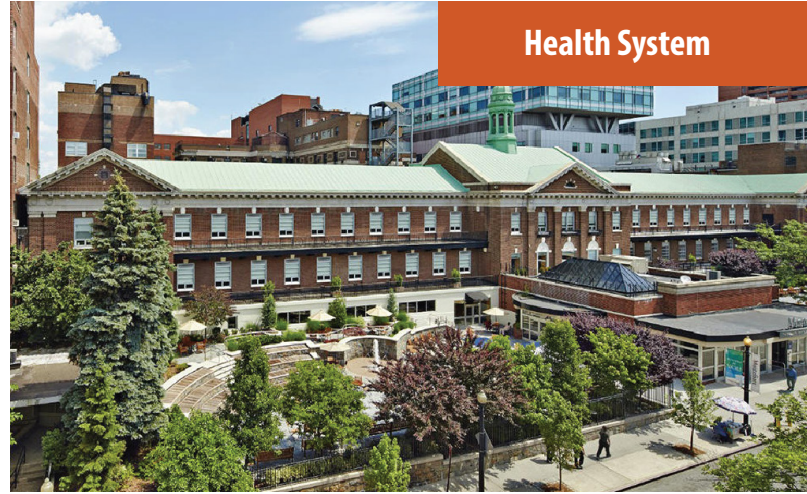
## ABOUT THE CLIENT

Montefiore is one of New York's premier academic health systems. Comprised of 10 hospitals and more than 200 outpatient ambulatory care sites and nationally recognized for its clinical excellence, Montefiore and its Albert Einstein College of Medicine represent the future of patient care, science, and education.



**We know we have a strong partner in Healthfuse and are confident that their experience with New York-based vendors, dedicated resources, industry insights, and innovative technology will help us secure significant and recurring financial gains, giving us an even stronger future.**

**PJ Grewal**, Associate Vice President | Revenue Cycle at Montefiore Health System



## CHALLENGE

Montefiore utilized more than 45 vendors for various revenue cycle processes throughout the health system. As part of its mission to bring more state-of-the-art healthcare to its service areas, Montefiore determined the need to review those vendors relationships to identify opportunities for savings and operational improvements.

## SOLUTION

Montefiore Health System chose to partner with Healthfuse to help ensure optimal return on their outsourcing investments and create a self-reliant vendor performance program. Healthfuse used its rules-based auditing tool, AutoAudit, to gain insight into current vendor performance and to identify opportunities for improvement.

## RESULTS

Healthfuse was able to identify a recurring P&L opportunity of \$6.3 million with a total three-year impact of \$15.1 million.



### To date, Healthfuse has delivered:

#### COLLECTIONS IMPROVEMENTS



**New Initiatives of \$500K**

- Identify new philanthropic funding for uninsured and underinsured patients
- Add additional secondary debt partners
- Implement strategic AP processing opportunities

#### COST SAVINGS



**Invoice Recoveries of \$170K**

- Performed multi-step review process identifying vendor over-invoicing



**Contract Savings of \$4.4M**

- Reviewed and scored all existing vendors including DRG, charge coding and insurance verification

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