

Regional Health Selects Healthfuse for Revenue Cycle Vendor Management Across the Black Hills of South Dakota

Regional Health Selects the Healthfuse Vendor Performance Management Model to Maximize Revenue Opportunities, Reduce Waste, and Properly Enforce Vendor Contract Terms

MILWAUKEE, WI, October 10, 2019 — Healthfuse, the industry leader in managing and sourcing revenue cycle vendors for hospitals and health systems, has been selected by Regional Health, a community-based health care system that serves 20 communities across western South Dakota and in eastern Wyoming, to be the vendor management partner across more than 50 healthcare service facilities.

"In today's environment, where healthcare reimbursement and revenue cycle operations have grown increasingly complex, healthcare systems are spending a whopping \$30 billion on revenue cycle vendors," said Nick Fricano, president, and chief executive officer of Healthfuse. "We are thrilled that Regional Health selected Healthfuse as its vendor management partner. Our mandate is to rebuild vendor trust and transparency, ensuring compliance with their EPIC integration and driving bottom-line improvement.

Healthfuse combines technology, analytics and research to improve vendor performance and help healthcare organizations establish revenue cycle best practices. In July of 2019, Healthfuse identified a total three-year economic opportunity that will deliver \$3.2M in collections improvement, \$1.9M in contract savings and \$2M+ in invoice recoveries and safeguard initiatives, netting \$15.9 million in bottom line improvement for Regional Health.

"Our financial viability depends on our ability to secure competitive vendor contracts and achieve best possible performance," says Ted Syverson, vice president of revenue cycle at Regional Health. "Healthfuse is helping us do just that."

ABOUT HEALTHFUSE

Healthfuse helps hospitals create transparency and trust with their revenue cycle vendors to reduce cost and increase collections – positively impacting the bottom line. Healthfuse works with nearly 140 hospitals and health systems to provide revenue cycle vendor management services that reduce cost and increase collection performance. Healthfuse's program provides auditing and reporting technology, that monitors 100% of outsourced accounts to ensure process consistency that improves vendor outcomes and eliminates invoice discrepancies, paired with execution support to improve process, manage vendor contracts, and develop and implement best-fit vendor strategy. <http://healthfuse.com>

ABOUT REGIONAL HEALTH

Headquartered in Rapid City, South Dakota, Regional Health is a community-based health care system with a mission to make a difference, every day. Regional Health offers care in 33 medical specialties and serves 20 communities across western South Dakota and in eastern Wyoming. With over 4,500 physicians and caregivers, Regional Health is comprised of 5 hospitals, 8 specialty and surgical centers and more than 40 medical clinics and health care service centers.