BLACK INK SYSTEMS, LLC
Reducing red ink from your bottom line

Black Ink Systems
Case Study: Limited Technology Can Cost
Thousands By Missing Available Reimbursements
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Abstract
The Issues We Are Facing
With as much as 36% of an ambulance company's patients stemming from the self-pay patient population, ambulance companies have to be cognizant of the limited time window in which to claim reimbursements from payer sources.

Summary
Available Reimbursements Will Expire
Depending on the particular county, state, and federal payer source that is available, an ambulance company is limited to anywhere from 90 days up to 12 months to file for reimbursements. This study will show that utilizing only pre-verification software on new patient intake will miss available reimbursements for your self-pay accounts. Only using traditional intake software can result in costly delays when filing for reimbursements. Ever-changing procedures for CMS and other various county/state payer sources - coupled with common gaps in patient information - cause billing and collection efforts to fall short. Effectively identifying available payer sources requires cutting edge technology that many ambulance companies are missing.

The Need
A New Technology That Can Provide Access To Expiring Payer Reimbursements
Since a large portion of the self-pay population does not have the financial means to repay their emergency transport debt, the ambulance industry needs a solution that will help find and recover these unpaid accounts before the filing deadlines. The solution needs to quickly identify available payer sources, without creating additional expense for an ambulance company's already stretched resources. Ambulance companies need a safety net to help manage their revenue cycles. Otherwise, these unreimbursed expenses will be written off as bad debt, ultimately creating more red ink.

Solution
Introduction of a Intelligent Technology with Black Ink Systems

Black Ink Systems has introduced a proprietary system that quickly finds reimbursements for unpaid transport charges through public benefit programs, such as Medicaid, Medicare, SSI, Social Security Disability, Crime Victims, and various county, state and federal programs. Black Ink's technology can quickly identify payer sources on the otherwise written-off charges. This proven system helps to find and recover funds that pre-verification software will often miss.

Case Study Results
Even After Pre-Verification Sources, Another 7.4% Was Found

In August 2010, Black Ink Systems completed a six-month pilot project for a large air and ground ambulance company based in Texas. Black Ink was presented approximately $11.6 million in unreimbursed emergency transportation cases. Though this particular ambulance company was already using its own pre-verification software, Black Ink's proprietary technology still identified over $846,000 in missed reimbursements.

ALERT: Costly Delays

The challenging news is that due to the age of the service dates on many of the patient referrals, over 53% of the available reimbursements were deemed past filing deadlines, and had to be charged off. Working with Black Ink, even 90 days prior, would have more than doubled the amount of money this ambulance company could have recovered. After experiencing first-hand the lost revenue from missing reimbursements, Black Ink has been contracted as a fixture in managing this ambulance company's revenue cycle.

Don't Just Reduce Your A/R - Transform It

To truly reduce an ambulance company's A/R would be to transform unpaid charges into paid charges, as opposed to just writing them off as bad debt. An ambulance company which is only using pre-verification software and collection efforts can still miss money that is available. As an alternative to needlessly writing off more unpaid charges, Black Ink's breakthrough technology can identify and help recover missed reimbursements before filing deadlines. Remember, every day that goes by can cost you thousands of dollars due to missing filing deadlines.

About Black Ink Systems, LLC

Black Ink Systems has solved one of the largest problems facing ambulance companies today - finding and recovering unreimbursed transportation charges. We guarantee our work on a contingency basis, which means we do not get paid until you do. Black Ink is not a collection agency. Our risk-free services require no up-front costs, and our proprietary system does not require you to purchase any hardware or software, unlike traditional revenue cycle management products.

At Black Ink Systems we do what no other company can--we turn your red ink to black, guaranteed.

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