

An innovative, proactive approach to administration, assessment, and compliance.

Ambulatory Surgical Centers (ASCs) have revolutionized the outpatient experience as much as any innovation in the healthcare field. Their unique characteristics and requirements for compliance with health, safety and government regulations mandate a transformative approach to administrative operations, coding, billing, and solutions. Granite GRC's professionals can help your ASC optimize its operations, as well as its coding, documentation, and revenue cycle for improved, measurable results."

Addressing Needs and Challenges

Our ASC team helps companies adopt leading-edge technologies to improve patient care, streamline workflow, identify, and address pain points, increase receivables, and ensure compliance. We understand the blended billing procedures of physicians and ASCs, as well as the packaged services that aren't on "pass-through" status (surgical dressings, splints, casts, anesthesia and more). Focus areas include risk adjustment documentation and coding, CMS and RADV audit preparation, corporate and professional compliance, and advanced data analytics for benchmarking. Our dedicated team is well-versed in all facets of the revenue cycle:

- Payor contracting, including FFS, PPS, risk adjustment, capitation, bundled payments, value-based, shared savings, and other payment models
- Healthcare revenue cycle management, from credentialing through appeal of denials



"It's critical to understand the mixture of physician and hospital/clinic billing, and to know which procedures are recognized and allowed in an ASC setting. Our team of consultants has over 35 years of combined experience in the healthcare field, focused on revenue cycle, documentation and claim audits, operation assessments and lawsuits."

**from Crystal Stalter, CPC, CCS-P, CDIP, CCDS-O,
Director of Revenue Cycle and Compliance**

Addressing Needs And Challenges *(cont.)*

- Concierge and cash medicine models
- Documentation, coding and billing reviews and analyses
- Medicare Incentive Payment System analyses and improvement
- Charge-capture analysis
- Denials management and appeal
- Credit-balance reviews
- UPIC review analyses and responses
- Voluntary and mandatory self-reporting

We'll work with your facility and train staff using proven methods, holding ourselves accountable throughout the process.

- We immerse ourselves in your practices and procedures, identifying risks, non-compliance issues and areas needing improvement.
- We develop strategies and training schedules to help your team make and meet goals.
- We fortify your staff with the tools to improve operations and understand the best way to implement these strategies.

Trusted Guidance, Hands-On Approach

Our trusted advisors are recognized authorities in their areas of expertise, many with more than three decades of healthcare industry experience working inside enterprises similar to yours. They've sat in your seat and have known what it's like to address concerns from inside an organization. We use that experience to work hard to find great solutions that benefit you.

- We communicate frequently and transparently with your team about their goals and ensure they understand what's expected of them.
- Our strategies help leadership and staff to hold themselves accountable.
- We measure and monitor progress regularly and offer reports that let you change course and redirect resources when necessary to eliminate processes that aren't working and amplify those that are.
- We streamline operations for greater efficiencies that can improve morale and communication, reduce turnover, and so much more.



"After we identify the issues throughout your organization, together we address your most pressing challenges, recommend solutions and design customized programs and training. We are passionate about helping your team achieve success."

**from Crystal Stalter, CPC, CCS-P, CDIP, CCDS-O,
Director of Revenue Cycle and Compliance**

Partnering with You for Success

The certified professionals in our Ambulatory Surgical Center Practice Group are committed to helping you implement strategies in areas that need improvement and make your high-performing areas even stronger.

Solutions to common challenges that we provide include:

- Revenue cycle assessment, including documentation and claims review, claims denials and operations
- Medical litigation review for coding and documentation suits
- Ensuring corporate compliance

Our Ambulatory Surgical Center team garners exemplary reviews for identifying issues and pain points, designing solutions to correct problems with measurable results, amplifying best practices, and for outstanding customer support.

We measure our success by your success — and we won't stop until your team has the tools to excel, and the knowledge needed to identify optimal ways to execute these strategies independently.

Success Story

Granite GRC is focused on regulatory guidance for ASCs, including compliance with bundled services, documentation requirements and provider credentialing to maintain and support appropriate billing practices for these locations.

Meet the Ambulatory Surgical Center Team



Crystal R. Stalter, CPC, CCS-P, CDIP, CCDS-O,

Director of Revenue Cycle and Compliance; Ambulatory Surgical Center Team Lead

M: +1 412.576.7566 F: +1 717.556.1090 E: crs@granitegrcconsulting.com

Author, speaker and Director of Revenue Cycle and Compliance Crystal Stalter is nationally recognized as an authority in healthcare best practices, medical coding, clinical documentation, natural language processes and artificial intelligence (AI). She brings 20 years of experience in revenue cycle management, compliance, practice management, strategy, training, coding operations, communications, data analysis and more, providing superior guidance and helping healthcare professionals achieve excellence in facility management and patient care.