

## Top 10 RCM Consulting/Services Companies - 2019

Amid the current tumultuous market dynamics, the existing pattern of RCM services seeks transformation. While the organizations that provide healthcare support are focusing more on enhancing patient experience and improving financial performance, their lack of technical expertise hurls challenges in the way of managing the revenue cycle effectively. As a result, several new RCM service providers are emerging in the market to fill this void.

From the time a patient makes an appointment and till the successful payment collection, RCM service providers constantly strive to make this cycle work more smoothly so that it ensures a better patient-provider relationship. To help this process align with the ever-changing landscape of technologies and regulations, the top RCM services companies always keep themselves up to date with the latest technologies and trends.

RCM services are getting intelligent with wearable technology, robotic process automation and AI solutions. RCM service providers have started stressing more on the

adoption of connected technology because it ultimately enhances the user experience, reduces cost, and improves cost transparency.

From the medical billing perspective, the healthcare industry has either started outsourcing RCM service providers or depending on RCM software to address issues like inaccurate or incomplete billing, medical claim reimbursements, denials, and more. Data analytics has started playing a major role in the deployment of services that address billing issues.

To help your organization choose the perfect RCM service provider that would cater to your distinct needs, the editorial team at Healthcare Tech Outlook, in conjunction with an illustrious panel of CEOs, CIOs, VCs, and industry analysts, has put together a list of the ten most promising revenue management consulting or services companies in the industry. The list intends to help organizations find a trustworthy ally.

We present to you Healthcare Tech Outlook's "Top 10 Revenue Management Consulting/Services - Companies 2019".



**Company:**  
MedXPrime Revenue Recovery

**Description:**  
An axiom for mr2 is to proactively resolve all of those types of issues and always promptly respond to clients within one hour of any call

**Key Person:**  
Sunil Wadhwa,  
CEO

**Website:**  
[medxprimerevenuerecovery.com](http://medxprimerevenuerecovery.com)

# MedXPrime Revenue Recovery

## Delivering the 'WOW Factor' in Accounts Receivables

“**D**ecreasing revenue is snowballing into a massive headache for doctors, hospitals, labs and other medical-related businesses,” begins Sunil Wadhwa, the CEO of MedXPrime Revenue Recovery. And truly so. The stress experienced by medical professionals in maintaining a profitable business is unrelenting and getting worse, causing many to wonder just how much longer they can continue. This situation, in Wadhwa’s opinion, is on a “crisis level” for the professionals in the medical community. Why? He answers, “It is truly staggering how many practices are experiencing a substantial loss in revenue.” Founded on the simple mission to ‘believe the medical community should have every penny they’ve earned,’ MedXPrime Revenue Recovery, also known as mr2, strives to resolve the issue of decreasing revenue. The company goes to the greatest lengths and expends its greatest efforts to ensure its clients’ satisfaction in entirety. “These are not mere words; we have developed this as a culture within mr2 since inception,” mentions Wadhwa.

Most decision makers are simply not informed by their current billers about the status of their collections. This creates an urgency for each day’s claims to be filed on time, before deadlines. Through its client-oriented strategy, mr2 is putting a stop to that with a distinctively different service that focuses on one-percenters, that many billing companies rarely operationalize. The company’s highly prioritized and proactive communication via regular, updated reporting enables its clients to



Sunil Wadhwa

continually stay current on the status of their A/R and collections.

mr2 prides itself on listening closely to their clients. The feedback that the company receives helps them to serve the clients in a way they’ve not experienced before. Wadhwa says, “An axiom for mr2 is to proactively resolve all of those types of issues and always respond promptly to clients within one hour of any call. When clients embrace this philosophy and give us the information needed to do the job, mr2 does not relent in maximizing their profitability.” A 100 percent US-based company, mr2’s special differentiator is an initial, no-cost, detailed sample analysis of aged accounts receivable. This report often causes doctors to say “WOW” as they review it with them on a follow-up online presentation. Because of this, Wadhwa refers to it as their “Wow Report.” The analysis is delivered online within 48-72 hours after mr2 gets the green light to prepare the

report. He states, “We’ll show them things that their current billing staff or billing company haven’t shared with them. They will learn if their people are doing a good job or, more importantly, they will know if they’re not.”



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Another distinct differentiator for mr2 is its stellar capabilities pertaining to billing, in a secure and compliant way. The company provides billing services for all physician specialties, as well as hospitals, laboratories, dialysis units, outpatient rehabilitation facilities, and home health care facilities. They work with large and small groups as well as individual practices. Wadhwa informs, “One of your most valuable but frustrating assets is your insurance accounts receivable. We help recover thousands of dollars in lost A/R. In 48-72 hours, we invest extensive time and labor to prepare a no-cost, detailed sample analysis explaining why you have thousands of dollars in outstanding insurance A/R. These efforts will validate our knowledge and experience to earn your business. At mr2, we’re waiting to go to work for you.” **HT**