



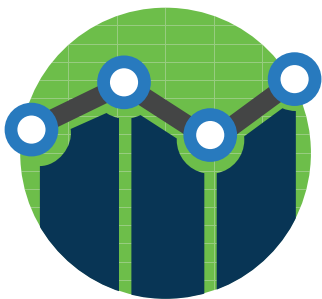
InSight Medical Necessity[®]

Reduce Medical Necessity Denials

Medical necessity is one of the leading reasons for payor denials affecting cash flow, net revenue, and exposure to post-payment audits. Medical necessity verification is a difficult process due to ever-changing, complex payor policies which often contain conflicting information. Healthcare organizations experience challenges in determining the correct payor-specific requirements for their patients.

InSight Medical Necessity provides instant access to medical necessity and prior authorization policies for Medicare, Medicare Supplements, and commercial payors impacting your facility. Real-time access is available during prescheduling, registration, and order entry eliminating redundant data entry and ensuring proper determinations. Overall, incorporating InSight Medical Necessity into a strategic, automated process results in an improvement in first-pass rates and overall financial performance.

InSight Medical Necessity provides instant access to medical necessity and prior authorization policies for Medicare, Medicare Supplements, and commercial payors impacting your facility.



The healthcare industry sees anywhere from **\$11 billion** to **\$54 billion** in challenged revenue each year.¹

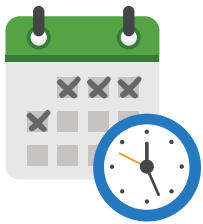
1. <http://www.ciproms.com/2018/04/physician-billing-results-in-as-much-as-54-billion-in-challenged-revenue-each-year/>

When you need to ensure all revenue is captured, we help you seek perfection.



InSight Medical Necessity provides access to the most current payor medical necessity policies, supporting documentation quality across the organization. The solutions automatically compares diagnosis and procedure codes payor rules to prevent claim and line item denials. Access to local coverage determinations (LCDs) and national coverage determinations (NCDs) is also provided, eliminating manual data gathering and saving time for your team.

When you need to reduce the cost of patient care, we help you discover value.



InSight Medical Necessity reduces A/R days by preventing denials, improves operational efficiency with real-time documentation, and reduces compliance risks by helping avoid future audits and penalties. Data sets driving the solution are automatically updated on a weekly basis, ensuring you have the latest regulatory updates and policy changes in your system.

When you need actionable insights to run your business, we shine a light on your opportunities.



With the ability to track medical necessity failures, InSight Medical Necessity helps identify opportunities to educate staff and evaluate processes that prevent medical necessity failures moving forward. Detailed reports display the number of failures for each physician and CPT as well as the number of ABNs and waiver forms created for each code.

A team of passionate professionals dedicated to customer success.



Craneware's customer success team provides a consultative approach to implementation, training, and support. Our experts have years of real-world experience and offer onsite training and rapid implementation to ensure medical necessity best practices and sustainable benefits.

Ready to Talk?

For 20 years, Craneware has partnered with hospitals and health systems across the country to help improve and sustain financial performance. Partner with Craneware to reduce medical necessity denials and increase overall financial performance.

Learn more at craneware.com or call 1-877-624-2792.



Email: info@craneware.com

Toll-free: 1-877-624-2792

craneware.com

Reprint no. FS_Medical-Necessity 20191118