

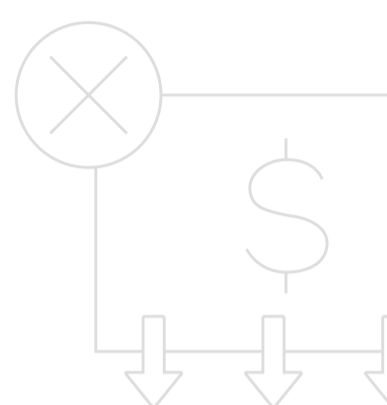
The Importance of Ownership Mindset in an Outsourced Revenue Cycle Team

Now, more than ever, providers need vendor partners who will deliver a strong return on investment. Outsourcer leaders who embrace and encourage an ownership mindset amongst their team bring better results.



Increasing Financial Challenges

- ▶ **26M** Americans do not have health insurance ¹
- ▶ **50%** of adults in the U.S. find it difficult to pay their medical bills ²
- ▶ **66%** of U.S. adults carry medical debt ³
- ▶ **88B** in medical debt is now in collections in the U.S. ⁴



While the financial environment is somewhat stabilizing, provider organizations continue to struggle with greater revenue cycle pressure, especially around self-pay collections.

Why Choose an Outsourcer with an Ownership Mindset?

- ▶ They focus on accountability and results
- ▶ They embrace continuous improvement and work diligently on that effort
- ▶ They act as a vital member of the team, embracing the provider's goals and values
- ▶ They treat the provider's patients as their own, knowing that each encounter is a direct reflection of the provider's brand
- ▶ They embrace innovation and new technology to drive productivity and mutual success



How to Identify Vendor Leadership who Embrace an Ownership Mindset

- ▶ They have long-standing relationships
- ▶ They're happy to provide client references
- ▶ They embrace open communications and have established protocols
- ▶ They act as leaders in their communities
- ▶ They receive leadership awards and business accolades for stewardship and business excellence
- ▶ They are forward-thinking and have a spirit of collaboration



Partnering with outsourcers who embrace an ownership mindset lays the foundation for long-term success.

ABOUT REVENUE ENTERPRISES

At Revenue Enterprises, we value the ownership mindset. Our experts deliver proven patient access and accounts receivable solutions to healthcare organizations nationwide. We immerse ourselves in our clients' healthcare missions and uphold their culture of care through every stage of the revenue cycle. We operate on the principles of integrity, passion, and respect. Embodying these three simple words helps us set the standard in patient access and accounts receivable management services and deliver the best in outstanding patient experiences and results. They're not just our founding values; they're the foundation of our approach and our clients' success.

Learn more about Revenue Enterprises at <https://revenueenterprises.com>.

SOURCES

¹ <https://www.healthaffairs.org/doi/10.1377/hlthaff.2024.00460#:~:text=In%20the%20Congressional%20Budget%20Office's,or%2026%20million%2C%20are%20uninsured.>
² <https://www.kff.org/health-costs/issue-brief/americans-challenges-with-health-care-costs/>
³ <https://www.debt.com/research/medical-debt-survey/>
⁴ <https://apnews.com/article/medical-debt-legislation-2a4f2fab7e2c58a68ac4541b8309c7aa>