

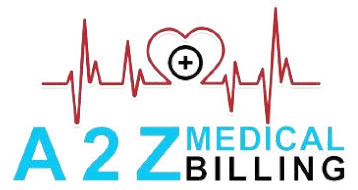
COMPANY PROFILE



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CEO MESSAGE



@ IQBAL HAIDER
CEO

Welcome to A to Z Medical Billings!

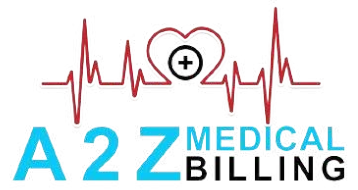
At A to Z Medical Billings, we are committed to revolutionizing the landscape of medical billing services. Our dedicated team strives for excellence in every aspect of the billing process, ensuring accuracy, efficiency, and, above all, the satisfaction of our clients.

As the CEO, I am proud to lead a company that places a premium on integrity, transparency, and innovation. A to Z Medical Billings is not just a service provider; we are your trusted partner in navigating the complexities of medical billing, allowing you to focus on what matters most—providing exceptional patient care.

With a commitment to staying at the forefront of industry trends and utilizing cutting-edge technology, we tailor our solutions to meet the unique needs of each client. Our goal is to streamline processes, enhance revenue cycles, and ultimately contribute to the success and growth of your practice.

Thank you for choosing A to Z Medical Billings. We look forward to being your partner on the journey to financial success and operational excellence.

ABOUT OUR COMPANY



A to Z Medical Billings is a prominent healthcare IT company specializing in medical billing and serving as a premier provider of comprehensive revenue cycle management solutions for healthcare providers and systems across the United States. Established in 2013, with a decade of experience and an exceptional success rate of 99%, A to Z Medical Billings has been at the forefront of delivering top-notch revenue cycle management and medical billing solutions to diverse medical practices, including Electrophysiology, Cardiovascular Disease, General Surgery, Psychiatry, Pediatrics, Podiatry, Internal Medicine, Gastroenterology, Dermatology, Family Practice, Mental Health, Counseling, Ophthalmology, Chiropractic, Oncology Radiology, Rheumatology, Urgent Care, Speech Therapy, Physical Therapy, and Occupational Therapy.

Our expertise extends from solo practices to extensive multi-provider/facility setups, optimizing revenue cycle management through enhanced medical billing procedures. A to Z Medical Billings boasts a team of skilled medical billing specialists undergoing continuous training, employing best practices in managing medical billing operations spanning charge entry to payment posting, A/R follow-up, denial management, and reporting. Beyond medical billing services, we offer comprehensive support, including front desk assistance, medical coding, patient help desk, and credentialing/enrollment services for both physicians and non-physicians (therapy/counseling practices). To ensure seamless communication, we provide a dedicated US-based toll-free number and a HIPAA-compatible fax number via RingCentral.

Our organizational framework adheres to standard operating procedures (SOPs), continuous improvement practices, HIPAA guidelines, effective company management, knowledge sharing, ongoing enhancement, a professional environment, operational inputs and developments, secure information transmission, free consultancy, multi-specialty expertise, a strong grasp of various practice management systems, and adherence to insurance policies standards. These elements collectively empower us to address daily challenges in alignment with our clients' specific requirements.

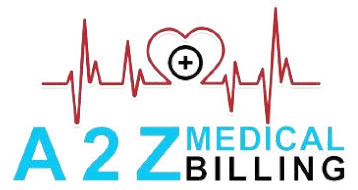
As a seasoned medical billing service provider, A to Z Medical Billings collaborates with healthcare providers to optimize revenues, improve Days in Accounts Receivable (DAR) in accordance with MGMA standards, and enhance the First Time Pass Rate (FTPR). Offering full-cycle revenue management, from patient scheduling to reimbursement, we provide valuable assistance, tools, techniques, and consultancy to enhance collections, foster growth, and achieve long-term goals for medical practices. With years of experience in supporting medical practices, A to Z Medical Billings offers insightful financial guidance to enhance overall practice effectiveness and foster sustained growth.

WHY WE STAND OUT

- 01 Claims are ensured to be accurately submitted on time without fail.
- 02 We assure you that your cash flow will experience a substantial improvement of at least 15%.
- 03 Our established track record demonstrates a consistent reduction in turnaround times for all client businesses. This is achieved through the implementation of electronic billing and a proactive approach to recovering unpaid claims. Staying abreast of emerging technologies and methods in the medical billing industry is a core aspect of our operation.
- 04 We regularly provide comprehensive reports, allowing you to monitor account receivables or tailor a report to meet your specific financial decision-making needs. Additionally, we present a more hands-on option for our clients.
- 05 Proudly, we emphasize our commitment to excellence in our business, our dedicated team, and the range of services we provide. With over 9 years in the healthcare IT industry, our pledge to you is to deliver the highest level of satisfaction at an affordable price, ensuring the best possible customer experience.



VISION



Our vision at A to Z Medical Billings is to emerge as the foremost leader in the healthcare IT sector. We strive to achieve this by offering innovative IT services and groundbreaking technological solutions that align with the dynamic demands of the market. We aim to be the preferred choice for all your revenue cycle management needs.

MISSION

At A to Z Medical Billings, our mission is to provide unparalleled services that deliver exceptional value to our clients, all while upholding the highest standards of morality, integrity, and decency in accordance with the healthcare industry's regulations. As a leading medical billing service provider, we work closely with healthcare professionals to alleviate the complexities of medical billing operations, saving valuable time and offering result-oriented solutions for revenue cycle management. Our commitment is to contribute to the community by ensuring an optimal level of care for patients



COMPANY CORE VALUES

Our work ethic is reflected in our fundamental beliefs, which embody the core values we uphold and serve as a guiding framework for decision-making. These principles are the driving force behind A to Z Medical Billings, empowering us to contribute scalable and comprehensive Revenue Cycle Management solutions that streamline the operations of healthcare providers.

Client success hinges on exceptional patient care - Recognizing that patient care is paramount for healthcare providers, and understanding that their success is intertwined with financial stability, we are devoted to supporting them. We respond promptly to their needs, address concerns in real-time, and commit to being a proactive partner in their success.

An employee-first approach is synonymous with client success - We prioritize the dedication and motivation of our employees, acknowledging that they form the bedrock of our clients' success and growth. By fostering a positive and committed workforce, we ensure that our clients receive the best service and support from A to Z Medical Billings.

EXECUTIVE SUMMARY

As a reputable medical billing service provider, A to Z Medical Billings takes pride in offering comprehensive Revenue Cycle Management and medical billing solutions to physicians and healthcare professionals. Our goal is to establish ourselves as the leading authority and predominant force in the medical billing industry. Leveraging years of experience, A to Z Medical Billings is dedicated to cultivating enduring relationships with clients right from the outset. We understand the unique requirements of medical practices and assure our constant availability.

Committed to adhering strictly to HIPAA regulations, A to Z Medical Billings operates in a paperless environment, ensuring secure information transmission. Our paramount focus is on gaining the trust of our clients and surpassing their expectations. Thus, we consistently strive to deliver top-tier services that guarantee excellent returns on their investments.

KEY TO SUCCESS

THE FEDERAL GOVERNMENT

The federal government has been advocating for the healthcare sector to transition to electronic insurance claims filing since 1985. Consequently, significant cost savings can be realized within the industry by embracing electronic submissions. Presently, nearly all pharmaceutical and hospital claims are electronically submitted, with only a few physicians and dentists yet to adapt.

IN RESPONSE TO THE GOVERNMENT'S DISSATISFACTION

In response to the government's dissatisfaction, Congress, in 1990, mandated physicians to submit claims for all Medicare patients. This sudden surge in paperwork caught many physicians off guard, and to this day, they continue to grapple with the bureaucratic burden. The year 1996 saw discussions within congressional chambers urging the electronic submission of all Medicare claims, yet the paperwork persists and is expected to exacerbate.

MAJORITY OF MEDICAL PRACTICES

The majority of medical practices are ill-prepared for this impending shift and will be compelled to adhere to the regulations, resulting in an influx of paperwork. Outsourcing this process to professionals who are well-equipped can not only save practices money but also expedite reimbursement from insurance companies and ensure accurate claims handling.

UNWAVERING SUPPORT

While few firms can boast unwavering support from the federal government, our success hinges on our adaptability. A to Z Medical Billings recognizes the unique needs of each medical practice, conducting thorough assessments and offering tailored suggestions to enhance billing efficiency through the implementation of Practice Management and Revenue Cycle Management services.

PRECONDITION OVERVIEW

Running a medical practice shares similarities with managing any business, emphasizing the need for practitioners to comprehend this aspect. While prioritizing patient care is paramount, it is equally essential to focus on generating profits to sustain the practice. This underscores the importance of accurate billing and coding, a challenging task for practitioners who dedicate most of their time to patient interactions.

In the current landscape of transforming healthcare systems due to health reforms, the significance of medical billing cannot be overstated. A to Z Medical Billings takes charge of streamlining the practice reimbursement process and ensuring the accuracy of claim submissions and processing. While medical billing constitutes only a fraction of our comprehensive services, we excel in effective communication with payers, methodical revenue cycle management, adept handling of denied claims, and safeguarding patient privacy.

The evolving complexity of medical billing has compelled practitioners to allocate more time to administrative tasks than patient care. Engaging with a proficient medical billing service proves advantageous and profitable. This partnership ensures you won't find yourself navigating the dual roles of a part-time biller and a part-time doctor. If you require assistance with your billing procedures, A to Z Medical Billings is here to provide expert support.



COMPANY ACHIEVEMENTS

- Successfully audited multiple medical practices upon request, identifying significant ongoing issues for informed financial decision-making.
- Current client satisfaction has led to new referrals, reflecting A to Z Medical Billings' exceptional services.
- Improved Collections by reducing Accounts Receivable.
- Maintained an outstanding client retention rate of 99%, with 30% of clients returning for new projects.
- Achieved 100% reimbursements in MIPS Reporting.
- Established and upheld comprehensive Standard Operating Procedures (SOPs) and policies, enhancing service quality and contributing to increased client success.
- Provided training to front desk staff at doctors' offices, resulting in a 15% increase in collections.
- Addressed and resolved Incident-to-billing scenarios for all clients, ensuring Billing Compliance for their practices.
- Reviewed coding for new clients, successfully auditing for Coding Compliance
- Assisted providers in a successful transition from ICD9 to ICD10 in October 2015.
- Key achievements include successful data migrations between Practice Management Software, improved collections, and MIPS reporting.
- Prioritized client satisfaction through effective communication with medical practices.
- Efficiently managed multiple tasks in a shorter time span through clear communication and extensive medical billing knowledge.
- Adhered to defined standard operating procedures within the company, producing and implementing new SOPs as needed.
- Each client is assigned a dedicated Account Manager, a team lead, and experienced Medical Billing Specialists, ensuring optimal performance and establishing processes to monitor day-to-day and real-time activities.

BILLING SOFTWARE

Our staff is well trained on most of the billing software programs available:

- COLLABORATE MD
- ADVANCED MD
- ECLINICALWORKS
- RAIN TREE
- ATHENA HEALTH
- APRIMA
- KAREO
- PRACTICE FUSION
- MEDITOUCH MEDITECH
- OFFICE ALLY
- AXXESS
- FUSION WEB CLINIC
- THERAPY NOTE
- CARETRACKER
- CHIROTOUCH
- HEALTHFUSION
- E-TECH
- INTERGY CUREMD
- LYTEC
- MEDIFUSION
- DRCHRONO
- DOCUTAP
- CARECLOUD
- OVATION2K
- STREAMLINEMD
- CENTRICITY
- ALLSCRIPTS
- PRACTICE SUITE

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MARKET SEGMENT

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A to Z Medical Billings offers comprehensive revenue cycle management solutions designed for national healthcare systems. Our solutions are tailored to meet the needs of customer-focused small and medium-sized practices, as well as extensive multi-practices/facilities. This includes but is not limited to:

- **SOLO PRACTICES**
- **GROUP PRACTICES**
- **EMPLOYED PHYSICIAN PRACTICES**
- **DIRECT PRIMARY CARE**
- **PHYSICIANS AND NON-PHYSICIANS**
- **OTHER HEALTHCARE PROVIDERS**



@ A TO Z MEDICAL BILLINGS

OUR OFFERS

FREE MEDICAL BILLING AUDIT

A comprehensive medical billing audit report will highlight areas requiring enhancement to streamline claim processing, improve reimbursement rates, and boost overall profitability. Shield yourself from compliance issues, fraudulent billing (over or under-coding), and erroneous claims by gaining a comprehensive overview of your medical practice's performance. We offer insightful suggestions to address potential issues and minimize revenue loss.

A to Z Medical Billings specializes in hassle-free billing audits, meticulously examining your patients' medical records for errors or irregularities. These issues may be related to dates, billing codes, provided services, and more. We guarantee that our clients adhere to insurance regulations, ensuring prompt reimbursement for their services. Our initial billing audit not only identifies errors but also includes a financial analysis and a summary of billing procedures for effective revenue cycle management.

For Financial Analysis and Comparison, we follow the criteria outlined below to evaluate your practice:

- **Analyze financial position and Health of the practice**
- **Analysis Collections/revenue by month/year(s) as compared to submitted charges/bills to insurances and patients**
- **Analysis of Pending Accounts Receivable to be collected from payers/insurances/patients**
- **Days in Accounts Receivable (DAR) VS MGMA standards**
- **First Time Pass Rate (FTPR)**
- **Number of claims submitted each month/year**
- **Number of patients seen by month/year in history**
- **Contracting and fee schedule issues**
- **Payment to charge ratios**
- **Adjustment to charge ratios**

Summary of a billing procedure for revenue cycle management will encompass comprehensive billing compliance to ensure the smooth operation of A to Z Medical Billings. In addition, any bottlenecks or delays in the billing process will be thoroughly examined in the audit report, offering our clients a holistic view of their practice's functionality. Based on these findings, we will present tailored suggestions and solutions to enhance the profitability of the medical billing practice.

The billing audit review for A to Z Medical Billings will focus on various aspects of revenue cycle management, highlighting potential areas for improvement, including:

- **Ensuring compliance with ICD-10 and HCPCS/CPT coding, with relevant reviews and suggestions.**
- **Assessing numbers impacting revenue, such as A/R aging, past trends, charge ratios, days in A/R, FTPR, number of encounters billed, new patient frequency, credentialing issues, improper adjustments, and providing advice to significantly reduce Accounts Receivable (A/R) backlogs.**
- **Analyzing the entire Revenue Cycle Management process from charges to patient statements to identify areas for streamlining and improvement in the billing process.**
- **Offering recommendations to enhance the overall health of the medical billing practice.**
- **Enhancing provider documentation and improving data reporting.**

FREE CONSULTANCY

Our complimentary consultation provides a comprehensive discussion on your medical billing and practice management needs, all at no cost. Whether you're establishing a new medical practice or deciding on the most suitable billing software for your ongoing operations, we cover a wide range of topics. This includes managing your practice effectively, providing front desk training, optimizing your revenue cycle, handling denial management, addressing patient billing concerns, establishing fee schedules, creating SOPs, and addressing various aspects of overall Practice Management.

During our detailed consultation, we'll address specific challenges you may be facing, such as low revenues/collections, issues with insurance company contracts, managing front desk tasks, handling a high number of rejections/denials from insurance providers, managing incoming patient calls, selecting a practice management system (EHR), and offering advice on reliable solutions. Choose A to Z Medical Billings for expert guidance and support in navigating the complexities of medical billing and practice management.

MEDICAL CODING

Medical Billing and Coding involve the systematic assignment of unique numeric codes to each medical diagnosis or procedure, following the guidelines of the American Medical Association (AMA). This coded information is crucial for billing purposes and maintaining accurate records.

At A to Z Medical Billings, our comprehensive medical coding services aim to enhance the consistency of your practice. We meticulously perform verified tasks based on existing medical records, ensuring precise coding at the series level with appropriate modifiers before submission.

Our services extend to highlighting Evaluation and Management (E&M) levels, essential for effective medical practice management and ensuring accurate reimbursement for every service provided. A to Z Medical Billings offers simple and flexible medical coding services, covering:

- **CPT and HCPCS coding.**
- **Diagnosis coding (ICD-10).**
- **Appending modifiers.**
- **Verification of NCCI edits/claim scrubbing.**
- **Charts review for coding compliance.**

Partner with us to streamline your medical billing and coding processes for improved accuracy and efficiency in your practice.

FRONT DESK SUPPORT

Front desk support in the medical billing field is a specialized role dedicated to assisting medical practices, ensuring the seamless management of front office tasks for a comprehensive patient experience. At A to Z Medical Billings, we take pride in offering tailored front desk support services to healthcare providers.

Our comprehensive front desk support encompasses various crucial tasks within healthcare systems, including:

- **Managing prior authorization requests.**
- **Verifying patient eligibility and benefits.**
- **Communicating with insurance providers and primary care physicians.**
- **Making final determinations regarding the services rendered.**

By choosing A to Z Medical Billings for your front desk support needs, you can expect a significant positive impact on your overall productivity.


OUR SERVICES

- QUALITY BILLING SERVICES
- SPECIALIZED IN REJECTED CLAIMS
- MEDICAL CODING
- ELECTRONIC HEALTH RECORDS
- VARIETY OF MEDICAL FIELDS
- PRACTICE MANAGEMENT
- CREDENTIALING, REVALIDATION & CAQH
- DENIAL MANAGEMENT
- HOSPITAL RCM
- PROVIDER CREDENTIALING
- MEDICAL BILLINGS
- FUSION EDI
- ANALYTICS AND REPORTING



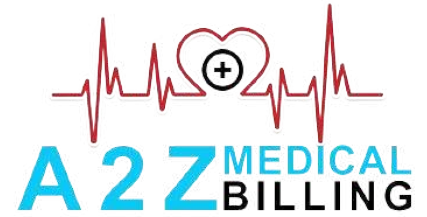
CONTACT US

For more information or to begin optimizing your medical billing operations, please contact us at info@atozbillings.com. Our office is located at 8017 Labana Ct, Canton, MI 48187, United States. Our business hours are Monday through Friday from 8:00 am to 7:00 pm. You can also call us at +1 734-418-2537 for a professional and free billing performance analysis.

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Please feel free to contact us by any means of communication suitable for you as given below



SCAN HERE