



## How Fast Implementation of an Integrated, Enterprise EHR and RCM Solution Helped American Vascular Associates Increase Revenue and Provider Satisfaction

### Who

American Vascular is the nation's 4th largest network of Vascular Labs and Management Services. Their growing family of lab locations transforms and manages everything from site design & development, to complex management services to unique financial partner relationships that are specific to their physician partners/owners.

### Summary

American Vascular Associates successfully migrated from an antiquated, disconnected EHR solution to the fully integrated OmniMD EHR and RCM enterprise solution at 14 + site locations with customized workflow builds in less than four months. They were able to meet ICD-10 mandates, increase revenue to almost \$1 million dollars per site, and provide more complete patient records with the ability to store disparate DICOM images in each patient chart. They improved provider and patient satisfaction, as well as the bottom line.

### Challenge

With less than four months before the mandated deadline, several of American Vascular Associates clinics were still operating on old platforms that did not support ICD-10 readiness or disparate DICOM image storage. The EHR vendor had no plans to upgrade the system's capabilities. They were facing revenue loss, an inefficient workflow due to work arounds required by the unsophisticated and disconnected EHR, and staff burnout.

### Solution Highlights

- Fully integrated EHR and RCM Solution at 14+ sites
- Customized workflow built in < 4 months.
- Custom DICOM image parsing solutioning.
- Achieved 99% clean claims rate.
- Simplified quality initiative reporting and achieved benchmarking.

### Result

With the help of OmniMD, AVA was able to meet the ICD-10 deadline with complete installation, data transfer and workflow build of an integrated EHR and RCM solution. As a result, they were able to perform 100 simple-to-complex procedures a month with close to \$1 million dollars in revenue collection per location per month with the intelligent, integrated RCM solution. Clean claim rates reached 99%. The sites were also better able to benchmark and report on quality measures.

The intuitive, scalable solution has enabled AVA for the last five years. The additional capabilities of template customization and dictation has supported patient care initiatives. The ease of use of the solution simplifies and reduced training time for staff.





AMERICAN VASCULAR ASSOCIATES

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## What Our Clients Say?

"We have been using OmniMD since 2008. It has been a great tool for our patient care and billing. It's very easy to use and works for all our specialties."

*Multispecialty Practice, NY*

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