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Director, Provider Payment Analytics

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As Director of Provider Payment Analytics, Rick offers our clients expertise in the healthcare financial and reimbursement service areas. His expertise covers a wide range of strategic initiatives centered on the complexities of reimbursement and payment for all provider types; including specialization in ensuring rural health providers are optimizing their opportunities.

Rick has worked in a variety of roles in finance departments, including multiple years as a Chief Financial Officer for Acute Care and Rural hospitals, as well as having worked as a consultant for multiple national healthcare consulting firms and for a healthcare payor. Rick's work was acknowledged when he became the recipient of the 2013 North Bay CFO of the Year Award for his work in Northern California.

Having worked within numerous health systems and hospitals nationwide, Rick has developed a strong understanding of both present and future reimbursement and payment issues and proactively develops strategies to ensure providers are optimizing their opportunities. He offers an in-depth knowledge of accounting, budgeting, reimbursement and revenue cycle functions, including Medicare and Medicaid Cost Reporting, Third-Party Reimbursement, Contractual Modeling, Corporate Compliance, Strategic Planning, Financial Analysis, Budgeting, Decision Support and Payor Reimbursement Systems. His accomplishments include:

- Reviewed numerous cost reports and helped clients receive additional Medicare and Medicaid reimbursement. Implemented cost report improvements at a rural hospital resulting in annual rural health clinic reimbursement improvements of approximately \$500,000.
- Increased both reimbursement and operational efficiencies through implementation of operational strategies.
- Implemented 340b pharmacy programs at rural hospitals. One such program resulted in increased reimbursement of over \$700,000 and reduced drug expense of over \$1 million annually.
- Worked with a community hospital in developing processes to improve net reimbursement, taking advantage of State programs designed for District Hospitals. Annual reimbursement impact over \$2.5 million.
- Successfully merged a new physician practice into the hospital and moved procedures from the office to the hospital resulting in \$400,000 of additional reimbursement.
- Reduced Accounts Receivable of a hospital by over 24.3 million dollars / 28.8% and increased net revenue by over 2.5 million dollars in first 4 months and maintained the reduction.
- Revised the Medicaid application process flow to ensure capture of all potential Medicaid patients at a large urban hospital. Estimated annual increase of 40 million dollars.
- Revised an urban hospital's contractual model, bringing over six millions dollars in additional reimbursement and revised prior cost reports resulting in an additional eight million dollars in reimbursement.
- Key role in identifying and implementing operational improvements for a rural hospital, resulting in increased reimbursement and reduced costs of over a combined total of \$1.6 million in a six-month time period.

Rick received his Bachelors degree in Accounting and his Masters in Public Administration degree from Western Michigan University. He is an active member of the Western Michigan Chapter of the Healthcare Financial Management Association, having served as the Chapter Treasurer and as a member of the Board. In addition, he is a member of the American Institute of Certified Public Accountants, Michigan Association of Certified Public Accountants and the American College of Healthcare Executives.