



Deb Kenney, CPC, CPMA
Revenue Cycle Consultant

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As a Consultant in the Revenue Cycle department, Deb brings over twenty years of healthcare industry experience with specialization in revenue cycle management, coding, billing, compliance and auditing. Through her work with numerous medical centers, physician groups, hospitals and national healthcare consulting firms, Deb is able to assist clients in implementing sustainable solutions related to optimizing revenue and workflows, establishing and maintaining reporting methodologies and ensuring compliance.

Deb's experience includes work as the Director of Revenue Management for a multi-location Federally Qualified Health Center that provided primary care and Integrated Behavioral Health services. As a consultant, Deb has assisted several multi-specialty practices and hospital-based physician groups in an array of payer reimbursement-related needs. Through her activities she has developed an expertise in risk and compliance, medical records management, multi-specialty physician coding, chart auditing, medical billing and payer contracting.

Having intimate firsthand knowledge of practice operations, management and consulting with a variety of clients allows Deb to provide the best possible service. Her ability to maintain open communication and manage multiple projects at one time ensures clients' needs are met. Examples of how Deb has assisted providers includes:

- Assessment of revenue cycle activities, determining best practices and redesign opportunities with a focus on the optimal capture of revenue and compliance. Includes an assessment from front desk to patient collections for a growing practice, resulting in reduction in days outstanding from 35 to 28 on average.
- Implemented workflow & process improvements in HIM, resulting in scanning accuracy to an average of 98% audit scores for team members.
- Established team-based referral coordination to improve provider-to-referral specialist communication.
- Streamlined payer credentialing decreasing risk to revenue due to payer enrollment delays
- Provided external billing audits for a large medical billing company, which allowed them to market to quality-driven clients, ensuring them compliance and the highest quality revenue management services.
- Successfully managed full revenue cycle responsibilities for multiple physician clients and specialties with over \$36M annual collections in a management services organization, managing teams of 20 or more staff members.
- Identifying missed charges and coding opportunities which increased revenue opportunities for various providers.

Deb has experience with HHS, CMS and Medicaid program guidelines and policies. She has worked with a variety of EHR and coding systems, including NextGen, Optum, 3M Encoder and Ingenix.

Deb is an active member of the American Academy of Professional Coders (AAPC), National Alliance of Medical Auditing Specialists (NAMAS), and the Medical Group Management Association (MGMA).