



Ventus Passport™ & Ventus Contract Management™

High Level Overviews

TouchWorks Clients – Ventus Webinar

October 26, 2023

Agenda

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- 01 Introductions & Kick-off
Who is Ventus?
- 02 Ventus Passport
- 03 Ventus Contract Management
- 04 Wrap-up

Altera Digital Health - Ventus



Meet the team



Michelle Durbin

Solution Manager - Passport

Ventus Solution Management



Barbara Barnett

Expert Business Analyst

Ventus Professional Services



Janet Ballou

Solution Manager - VCM

Ventus Solution Management



Mandy McKay

Expert Business Analyst

Ventus Professional Services



Tammy Fowler

Director

Ventus Solution Management



Safe Harbor

The following demonstration reflects generally available features and functionality and includes a demonstration of features and functionality that Altera currently anticipates including in future solution releases. The development, release, and timing of any future features or functionality remains at the sole discretion of Altera and should not be relied upon in making purchasing decisions. Please contact your Altera account executive or refer to the related solution documentation for more specific details on the timing and anticipated functionality in future solution releases. Your Altera account executive can also assist in identifying the environment, implementation and configuration specifications that are required for the solutions to perform as demonstrated.



Ventus Passport™

October 26, 2023

Ventus Passport – How we can help



What if you could save your organization up to \$2.5M this year?

Ventus Passport ensures that the right person is selected the first time, reducing denied claims, redundant care and significant re-work. An estimated **33%** of denied claims are due to inaccurate patient identification. According to AHIMA the average cost to re-work for a claim is **\$25 (physician) to \$181 (hospital)**.



What if you could integrate with core Altera & other products up to 50+ disparate systems?

Ventus Passport's unique **person-matching logic** allows you seamlessly integrate with Altera products connecting 50+ disparate systems to identify, reduce and even eliminate **duplication of patient data**.



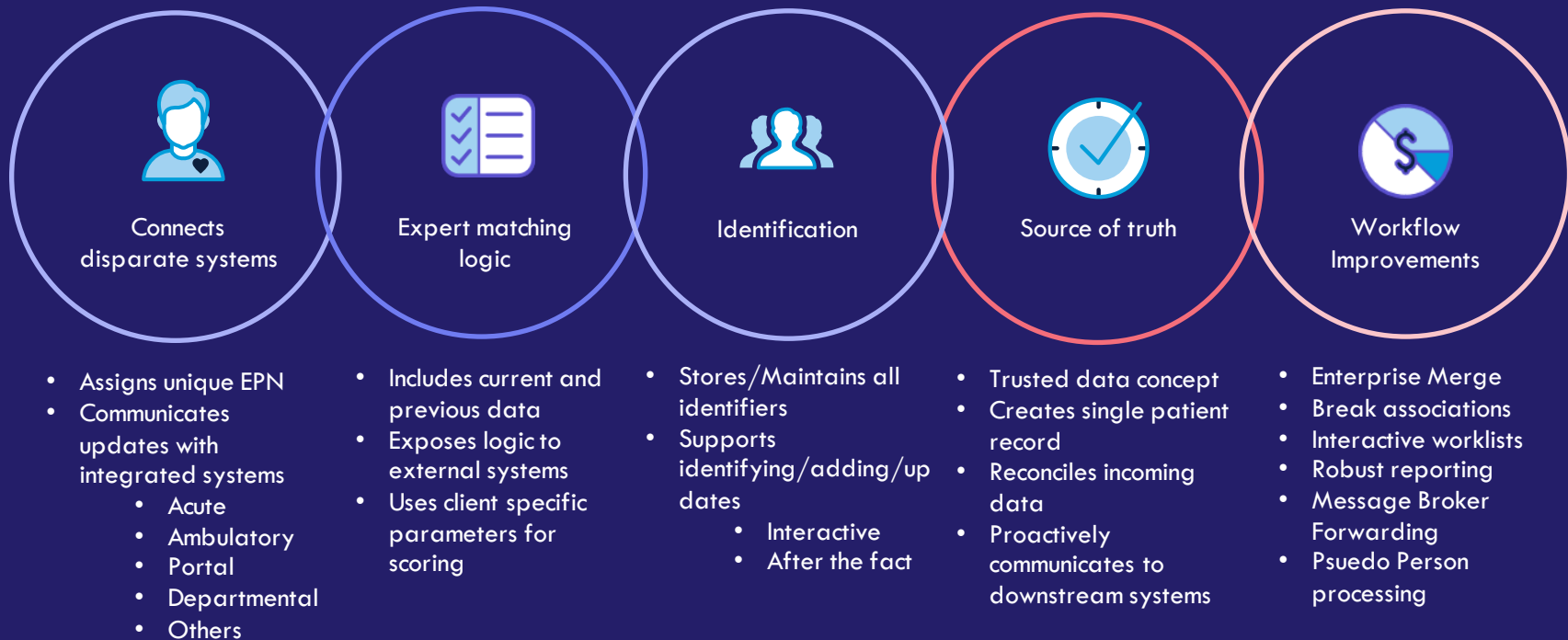
What if you could reduce the number of staff working on duplicate records?

Ventus Passport provides elite person matching logic that can take the number of duplicate records from **56% to 7%**. This can save an organization up to **12 FTE's** manually working on de-duplicating patient's records.

What is Ventus Passport?

High Level Product Summary

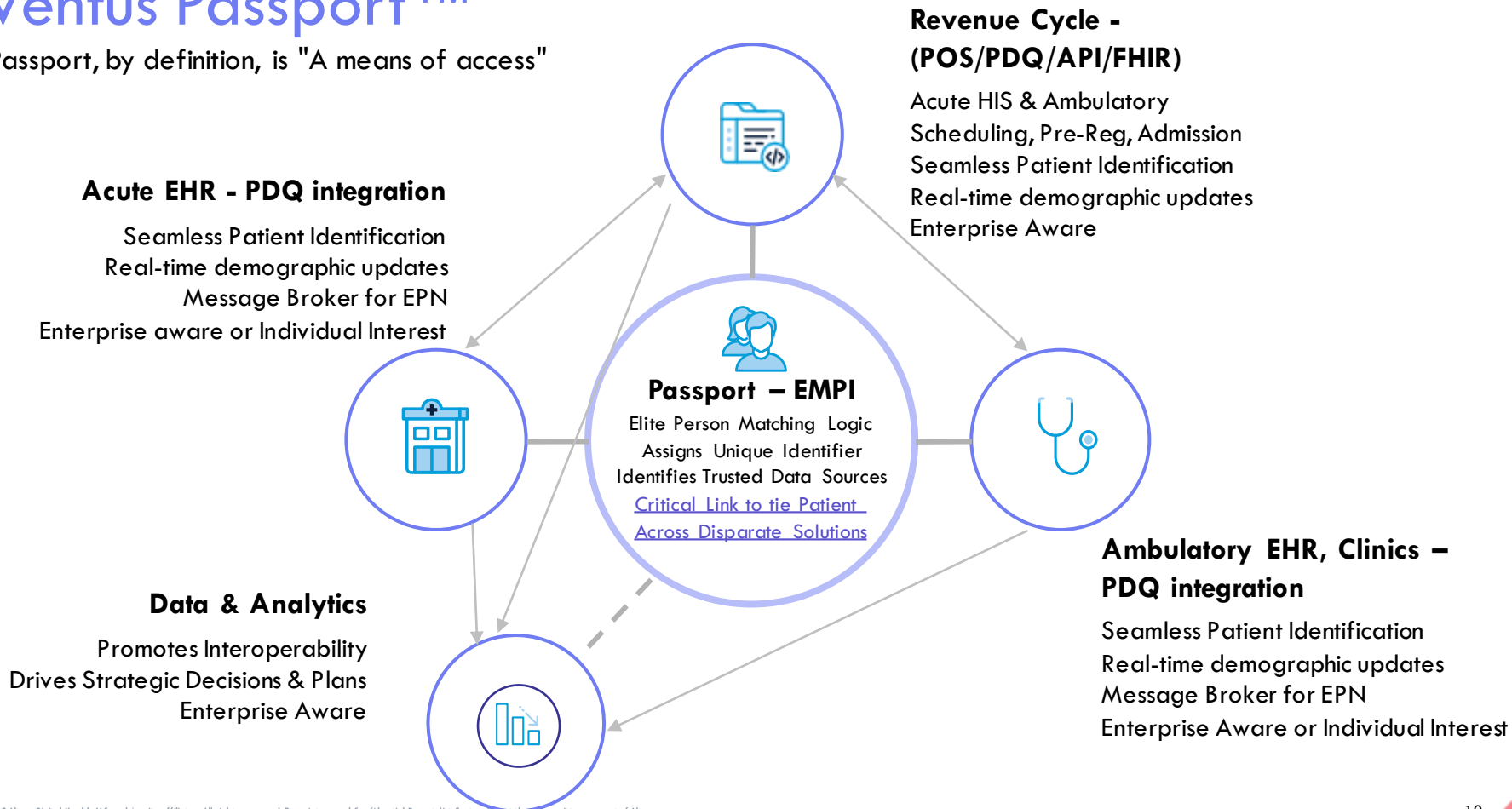
Ventus Passport highlights



Web-based Enterprise Master Person Index (EMPI), maintaining critical demographic information across multi-facility, multi-corporation, multi-system, creating a comprehensive index of persons

Ventus Passport™

Passport, by definition, is "A means of access"



High level logic and rules

Expert Search and Fuzzy Logic

Enhanced Matching Features – Expert search

Phonetic and other matching technologies

Address normalization

Email Address and Phone number compares

Fuzzy Logic

Expert Rules

Threshold Definitions



Passport Integrated Demo

Barbara Barnett

Ventus Passport Wrap-up & Questions



Ventus Contract Management™

Ventus Contract Management – How We Can Help



What if you could recover additional revenue for your organization?

Ventus Contract Management utilizes payment variance worklists and advanced methodologies to uncover underpayments from payors.



Are you tired of having unfavorable new payor contracts?

Revenue Modeling allows you to model proposed payer contracts with their defined terms using existing claims data for the payor.

Reports compare the existing contract with the proposed contract and can be used to challenge the payor for better terms.



What if you had dashboards analyzing your practice and payor performance?

Coming Soon!

Ventus Analytics provides the ability to view and evaluate the overall health of your practice daily.

Provides the ability to drill down and evaluate all statistics from dashboards.

Client Statistics



Recover Revenue

250 bed hospital recovered
\$19 million in 2 ½ years
using VCM to uncover
underpayments from payor
contracts



Better Payor Contracts

One organization used
Revenue Modeling to
determine that a Blue Cross
proposed contract would only
be break-even and allowed
them to negotiate for a 1.5%
increase in revenue



What is Ventus Contract Management?

Ventus Contract Management™

Payor Contract management – integrates with EHRs to promote accurate expected reimbursement, contractual adjustments, payment variances.



UB04

Acute Care
Reimbursement



CMS 1500

Clinic or Ambulatory
Reimbursement



Revenue Modeling

Model proposed
payor contracts

Reimbursement calculations based on payor contracts
Integrates with EHRs to net down the AR
Vendor agnostic
Integration or custom interfacing available

Agnostic & can replace 3rd party solutions



VCM Key Features

Reimbursement Calculated using defined Contracts

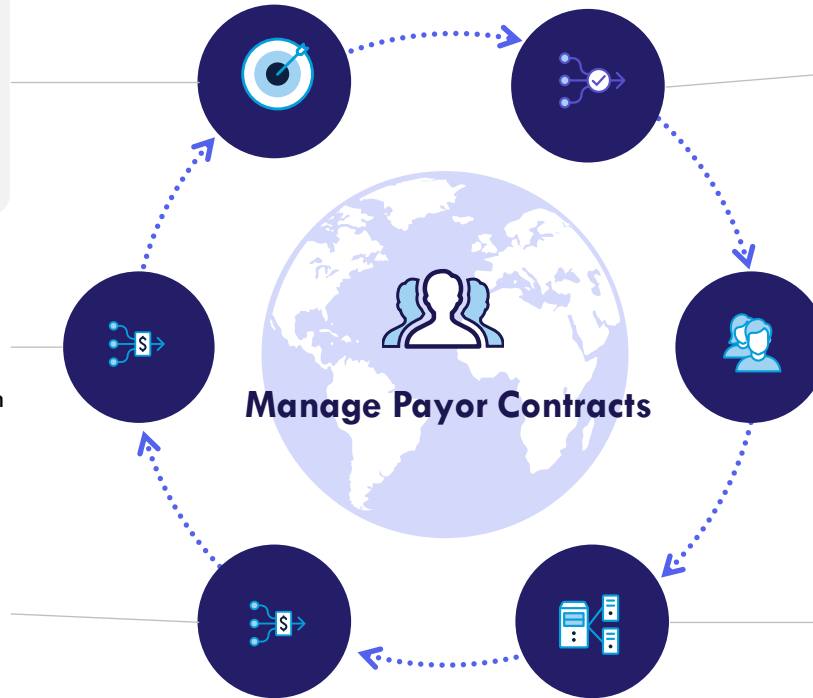
- Acute Care (UB04)
- Hospital, Clinic & Ambulatory (1500)
- Reimbursement and Contractual Adjustment returned to EHR
- Ensures accurate Accounts Receivables

Payment Variance Identification

- Identifies Under and Over Payments
- Detailed EOR and payment information used to challenge payor payment

Denial and Appeals

- Manage and track claim denials and appeal information.



Revenue Modeling

- Provides better reimbursement information during contract negotiations with payors
- Evaluate Payor Performance
- Use current claim data to model contracts

Comprehensive Solution

- Robust solution handles complex contract terms and offers comprehensive reporting

Seamless Integration/ Bi-directional

- Paragon
- STAR
- HealthQuest
- Non-Ventus

Ventus Contract Management Demo

Mandy McKay

Ventus Contract Management Wrap-up & Questions

Thank you for your time!



BRINGING NEXT-LEVEL HEALTHCARE WITHIN REACH