



---

# Ventus Passport™ & Ventus Contract Management™ High Level Overviews

*TouchWorks Clients – Ventus Webinar*

October 26, 2023

# Agenda

---

October 26, 2023



- 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?

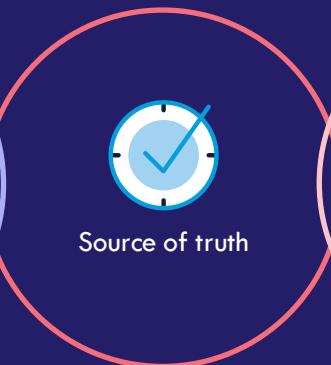
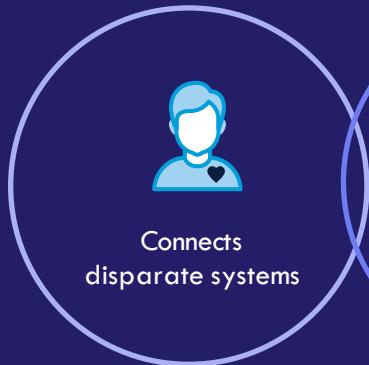
Ventus Passport provides elite person matching logic that can take the number of duplicate records from **56% to 7%**. This can save an organization up to **12 FTE's** manually working on de-duplicating patient's records.

# What is Ventus Passport?

---

High Level Product Summary

# Ventus Passport highlights



- Assigns unique EPN
- Communicates updates with integrated systems
  - Acute
  - Ambulatory
  - Portal
  - Departmental
  - Others

- Includes current and previous data
- Exposes logic to external systems
- Uses client specific parameters for scoring

- Stores/Maintains all identifiers
- Supports identifying/adding/updates
  - Interactive
  - After the fact

- Trusted data concept
- Creates single patient record
- Reconciles incoming data
- Proactively communicates to downstream systems

- Enterprise Merge
- Break associations
- Interactive worklists
- Robust reporting
- Message Broker Forwarding
- Pseudo Person processing

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

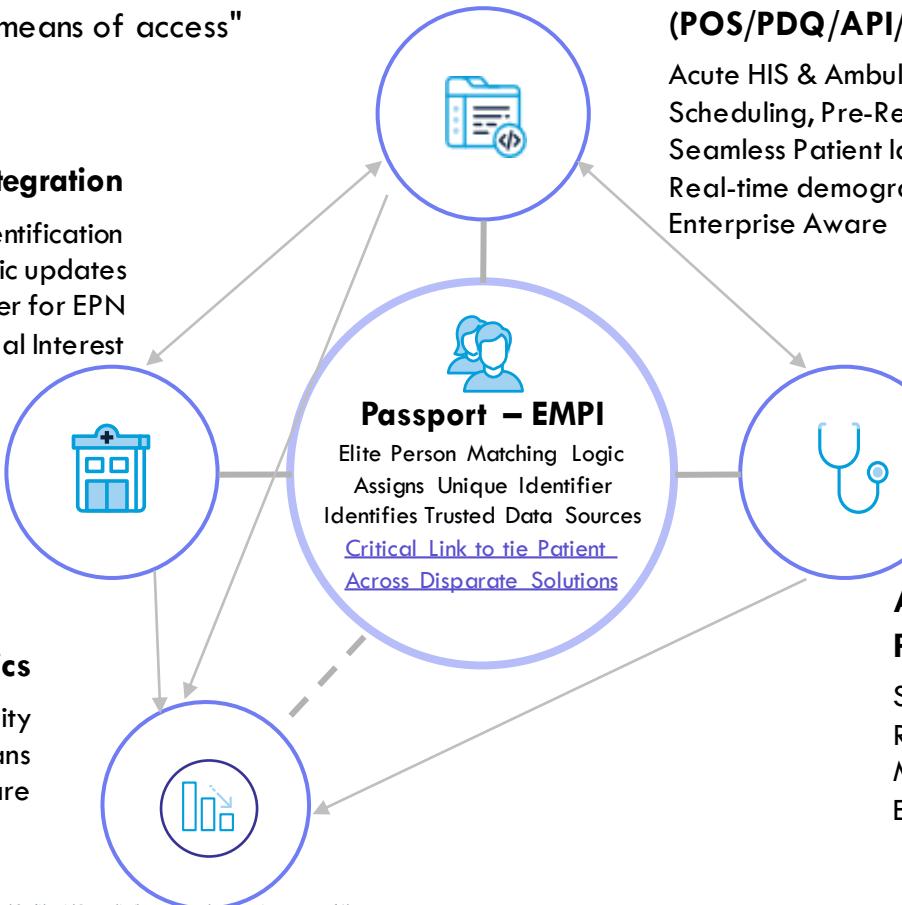
# Ventus Passport™

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

## Acute EHR - PDQ integration

Seamless Patient Identification  
Real-time demographic updates  
Message Broker for EPN

Enterprise aware or Individual Interest



## Data & Analytics

Promotes Interoperability  
Drives Strategic Decisions & Plans  
Enterprise Aware

## Ambulatory EHR, Clinics – PDQ integration

Seamless Patient Identification  
Real-time demographic updates  
Message Broker for EPN  
Enterprise Aware or Individual Interest

# 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

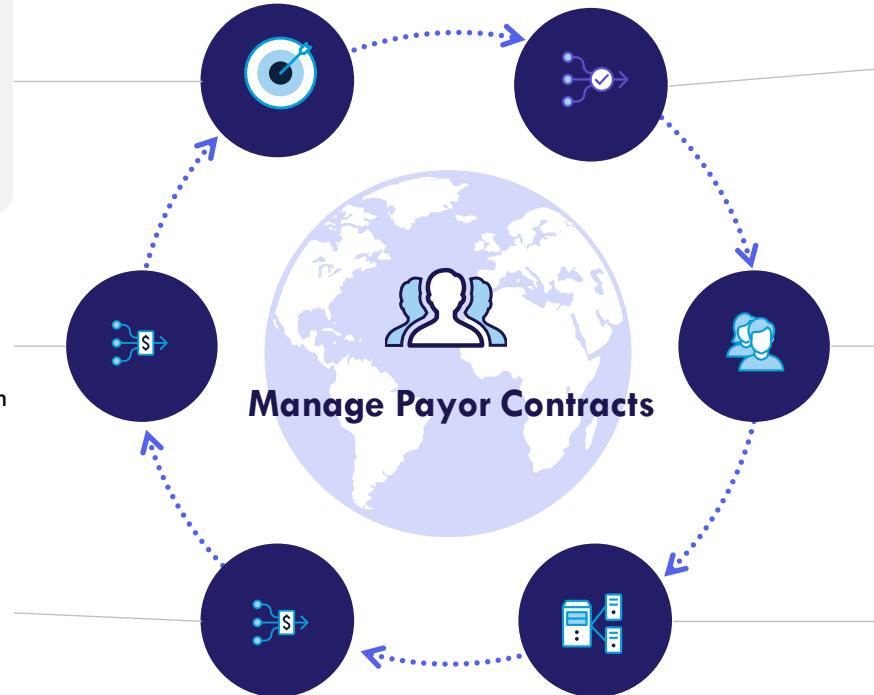
- Acute Care (UB04)
- Hospital, Clinic & Ambulatory (1500)
- Reimbursement and Contractual Adjustment returned to EHR
- Ensures accurate Accounts Receivables

## 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