



**Timothy M. Jodway, CPA, COC**  
*Manager, Hospital Revenue Cycle*

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Tim offers our clients over thirty years of healthcare finance and reimbursement experience. From his work with national healthcare consulting firms and his years working in a variety of roles in the finance departments of hospitals, including multiple years as a Chief Financial Officer, Tim's experience and hands-on knowledge of the issues impacting providers allows him to identify both present and future reimbursement and payment opportunities.

Having worked within numerous health systems and hospitals, Tim is able to provide a range of strategic initiatives centered on the complexities of reimbursement and payment and the use of the cost report for optimizing reimbursement. He offers an in-depth knowledge of accounting, budgeting, reimbursement, contract negotiation 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.

Over the years, Tim has successfully assisted several hospitals on turnaround related activities, resulting in significant system changes and improvements. This includes work on numerous redesign initiatives for both financial and revenue cycle related functions, resulting in improved revenue, processes and outcomes. Additionally, Tim has had an active role from both the buyer and seller side in hospital and health system pre-acquisition due diligence as well as work implementing changes post acquisition. This includes having played an instrumental role in acquiring an acute-care hospital by a national for-profit health system where Tim worked on the identification and selection of the buyer, contract negotiations, and work through the conversion process.

Additional experience includes:

- Key role in the conversion of the hospital's accounting department from a highly manual process to an automated, online process, allowing for a much quicker close, easier ability to research transactions and a significant operational savings for the facility.
- Work on various hospital contract negotiations with large commercial payers. One such activity resulted in over \$1 million per year in additional revenue for a regional hospital.
- The redesign of an admission process for a community-based hospital increasing total admissions by over 5%.
- Redesigned the budget process for a regional health system and its affiliates, providing for improved analysis and a more efficient process
- Lead role in the implementation of a clinical documentation improvement program resulting in over \$1 million per year in additional revenue
- Centralized the accounting functions for a hospital and its multiple affiliates, providing for better process and data while shortening the monthly close process by over one week

Tim earned a Bachelor of Arts in Accounting degree from Michigan State University and is a Certified Outpatient Coder (COC). He is a member of the Michigan Great Lakes Chapter of Healthcare Financial Management Association and has served on various chapter committees over the years.

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