

## Assisting You in Assisting Your Clients.

With more than 300 years of combined experience in the healthcare industry, The Rybar Group is a trusted source for healthcare providers seeking to optimize their financial viability. Our exclusive focus on the healthcare industry means we understand the challenges of balancing efficient business operations with patient care. We provide in-depth industry knowledge to help clients create solutions designed to identify opportunities for revenue generation, isolate root causes for underperformance, accelerate cash in the door and support long-term margin improvement.

But, that's not all that we do. The Rybar Group also has the potential to be your strategic partner in adding value to your clients. We offer our knowledge and expertise of healthcare to supplement what you are already providing to your clients, without conflict of interest. Our team's specialties are designed to ease the burden on providers and optimize their return on investment.

Partnering with The Rybar Group grants you access to our expansive list of services and provides your clients with the knowledge of a leading industry expert. And, we understand you more than you may think: our leadership and consultant team includes a number of CPAs. We understand and recognize your role in servicing your clients, and we will respect that throughout the duration of our partnership.

Working together will help to differentiate your firm from the thousands of others in the market, and position you apart from the crowd.

### Audit Support Services

While your firm provides the knowledge and expertise necessary to provide audit services, we offer an additional understanding of the healthcare industry that can identify potential risks for your clients. Our consultants will assist you to ensure your clients are not being left open to any significant exposures.



### Facility Reimbursement

The healthcare industry is evolving with changes and new rules and regulations. We understand the challenges and compliance requirements of reimbursement and can help create the best strategy for your clients to meet their optimal financial wellbeing and goals.

With the collective experience and deep understanding of both the payor and the provider, our team can help you evaluate and take advantage of every opportunity to obtain reimbursement from Medicare, Medicaid, and other third-party payors.

### Cost Report Strategies

The cost report is more than just a reporting mechanism; it is an important tool for ensuring that facilities are receiving the reimbursement that they are entitled to. Not only does it allow providers to understand their routine and ancillary costs, it also helps in the understanding of department profitability, the margin by payor, and other financial performance measures for the organization.

We understand the importance that cost reports hold and have spent the past three decades developing specialized expertise that offers providers confidence that they are optimizing the opportunities it presents. Having worked with Medicare Administrative Contractors and Medicaid Auditors nationwide, we offer a record of successful negotiations and appeals including success at the Provider Reimbursement Review Board.

### Medicaid Services

Medicaid presents a unique set of challenges and additional reimbursement opportunities for hospitals and hospital systems, both prospectively and retrospectively. Our Medicaid team has a broad range of experience with Medicaid reimbursement, operations, and reporting requirements. We stay apprised of evolving regulations and rulings to assist clients while maintaining compliance.

## Disproportionate Share Hospital Systems

Medicaid Disproportionate Share Hospital (DSH) payments are intended to compensate hospitals that serve a large number of Medicaid and uninsured individuals. These payments are vital to a hospital's financial wellbeing and have become increasingly more complex throughout the years. Our team's in-depth understanding and thorough experience with DSH payments and audits make us well-equipped to assist clients in this regard.

## Revenue Cycle

Revenue cycle management is a critical part of any healthcare organization's financial health. As the healthcare landscape is evolving, financial challenges remain top of mind for executives. With complex price transparency regulation, site-neutral payments, and industry consolidation, it is important now more than ever that your clients optimize their revenue.

**With the expertise and guidance of our consultants, we provide clients with methods to evaluate and identify areas that impact reimbursement and quantify opportunities to improve revenue to ensure that they get paid for the services they provide.**

## Rural Health Services

Rural health is more than just a niche to us, it's a passion. Our team of former rural hospital CFOs and associates appreciates the role rural healthcare providers play in their communities. With first-hand experience of the unique challenges, we thoroughly understand how critical it is to optimize revenue.

Regardless of whether your client is a Rural Hospital, a Sole-Community Hospital, a Medicare Dependent Hospital, a Critical Access Hospital, a Rural Health Clinic, or a Federally Qualified Health Center, our consultants work to address reimbursement issues.

## Volume Decrease Adjustment

There are many contributing factors that lead to a decrease in hospital's inpatient volume, many of which may be out of their control. Sole Community Hospitals and Medicare Dependent Hospitals who experience a 5% or greater decrease in discharges and a loss on Medicare inpatient services, may be eligible for a lump-sum payment from Medicare known as Volume Decrease Adjustment.

Our team's decades of extensive knowledge and experience can help hospitals determine if they are eligible for these payments, assist in securing this additional revenue and assist with the appeals process if

needed. We have a record of success with Medicare Audit Contractors nationwide, including successful outcomes at the Provider Reimbursement Review Board (PRRB) on volume decrease payment adjustments that have been upheld by the Centers for Medicare and Medicaid Services (CMS).

## Physician Services

A successful practice not only requires excellent clinical capabilities, but also the processes and technical expertise to ensure the practice maintains an efficient and compliant business operation.

**With a strong passion for reimbursement, our team understands the needs of providers in all settings. Our understanding that a physician practice is unique and complex keeps us on the forefront of payment reform, OIG audits and other regulatory changes.**

## Transaction Advisory Services

The healthcare industry continues to be an active environment for merger and acquisition activity. These transactions often need experts on both the sell-side and the buy-side, to evaluate the healthcare revenue cycle and balances for patient accounts receivable and third-party payor settlement positions. Once your client makes the decision to merge, acquire, sell, joint venture, or partner, our team of consultants can assist you with the due diligence and post-transaction stages of the process.

**The Rybar Group's consultants work hand-in-hand with transaction advisors and investment firms nationwide, providing valuable insight and clarity on financial, reimbursement, and payment-related issues. By leveraging our in-depth knowledge and expertise, our guidance is key to supporting your client's investment decisions.**

## Litigation Support

Navigating the complex and ever-changing healthcare environment of today is a difficult task that often requires additional support. The Rybar Group's team of healthcare consultants work hand-in-hand with legal firms to serve as an impartial expert and counselor where our experience lies. We provide valuable insight and clarity on disputes and potential litigation cases and have participated in several successful mediation processes.

Our healthcare knowledge and expertise are the cornerstones of our firm and have allowed us to obtain successful outcomes with a variety of providers.