



# Case Study

# Measuring the Value of Epion

- Practice Type: Orthopedics, Pain/Rehab Med
- Number of Providers: 12
- Observation Period: August 2016 – March 2017 (8 months)
- Epion Check-ins: 8,343 (3,056 / mo.)



# Summary: Per Provider Monthly Value



Increased Reimbursements

**\$318**



Reduction in Denied Claims

**\$203**



Increased TOS Collections

**\$117**



Materials Savings

**\$214**



Front Desk Labor Savings

**\$261**



Clinical Staff Labor Savings

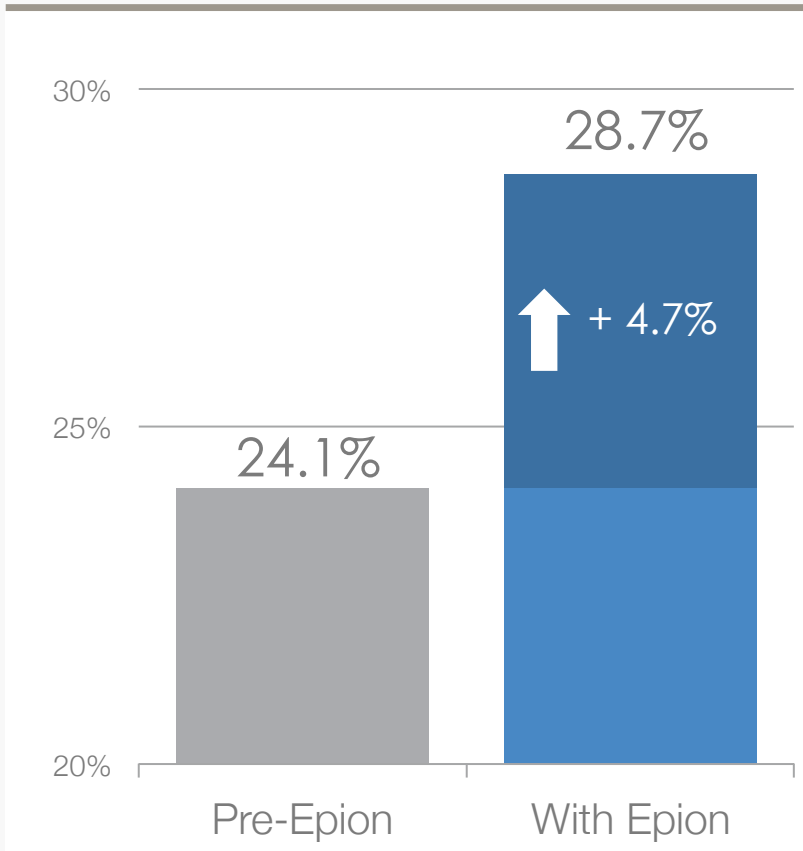
**\$428**

**Total Value: \$1,541 Per Provider Per Month. A 8.5X ROI.**

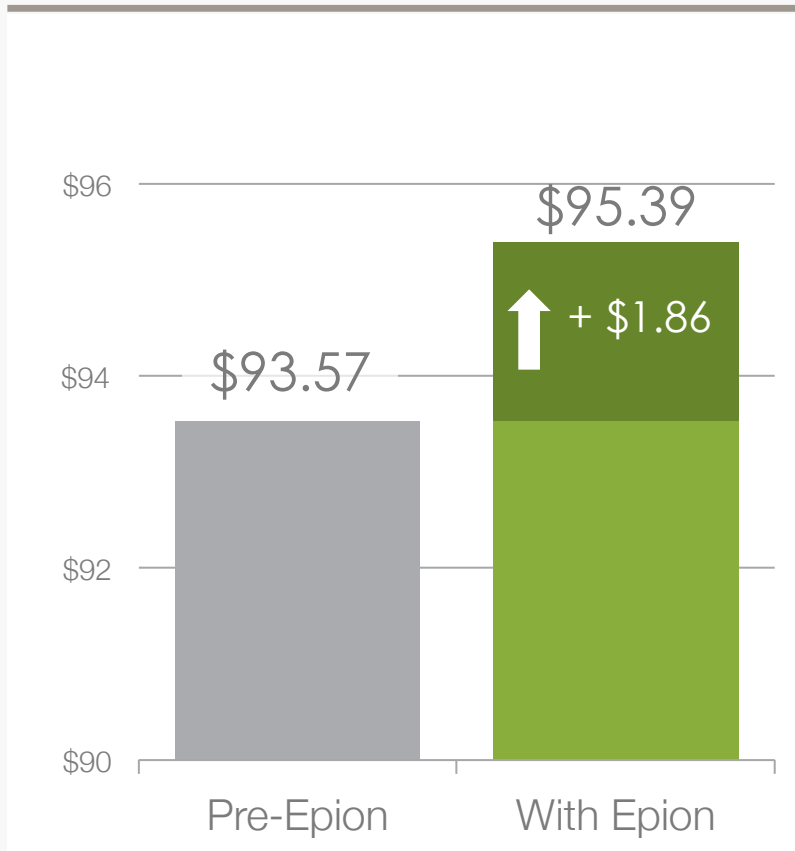
For full report, see Appendix

# Increased Reimbursements from Office Visits\*

% Appointments Billed at Levels 4 & 5



Average Revenue Per Patient



Realized value using Epion:

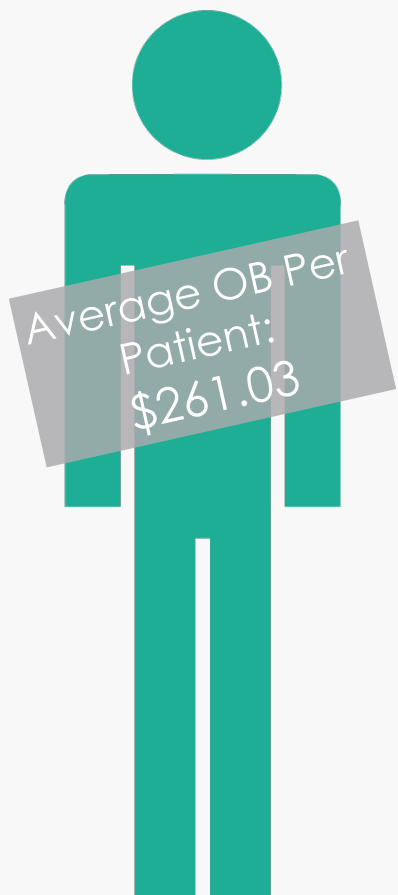
**+\$318**

per provider / month

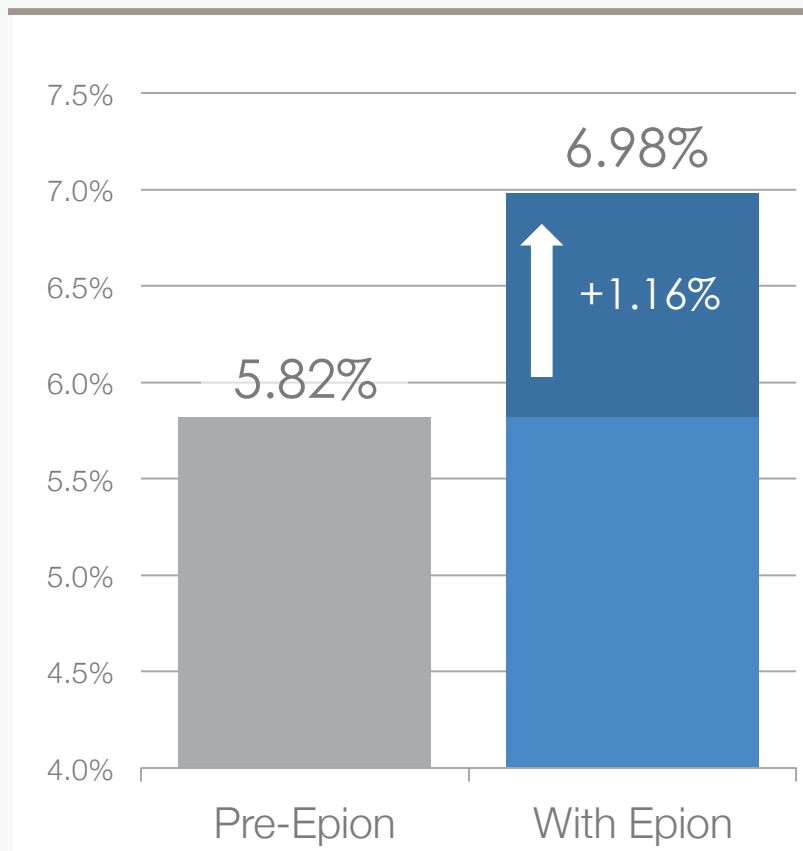
**+\$3,814**

per provider / year

# Increased Time of Service Balance Collections



Outstanding Balance Collection at TOS



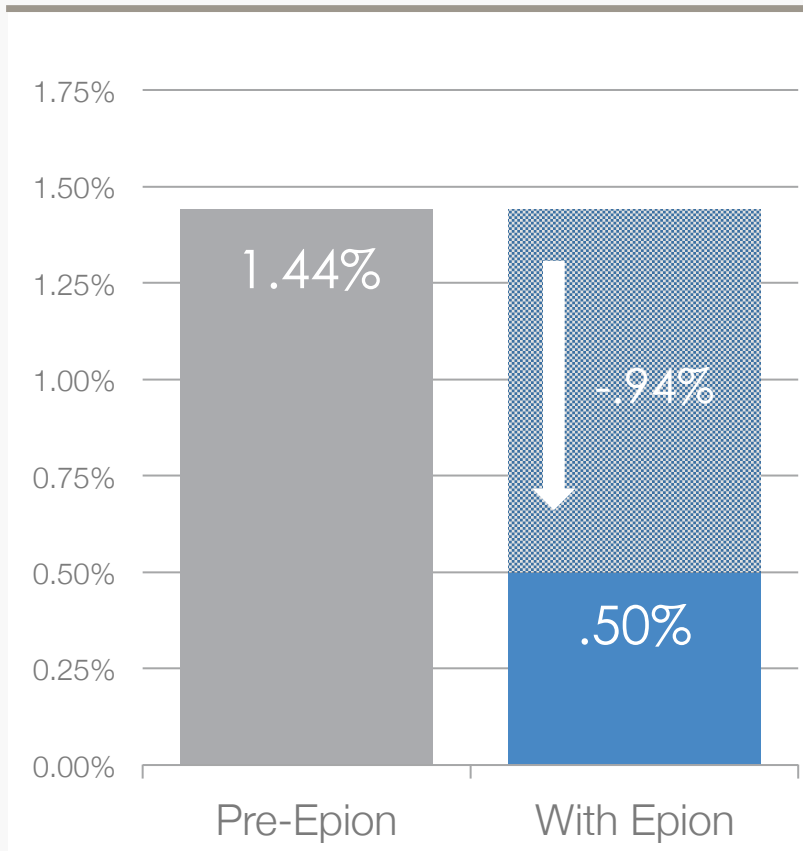
Realized value using Epion:

**+\$117**  
per provider/ month

**+\$1,404**  
per provider / year

# Denied Claims Reduction

Percentage of Claims Denied



By collecting more complete and accurate patient information, Epion drives a reduction in claim denials.

Realized value using Epion:

**+\$203**

per provider / month

**+\$2,436**

per provider / year

## Two Sources of Savings:

**\$1,075**

### Labor Savings:

43 fewer denied claims per month at a labor cost of \$25 per claim (from MGMA Study)

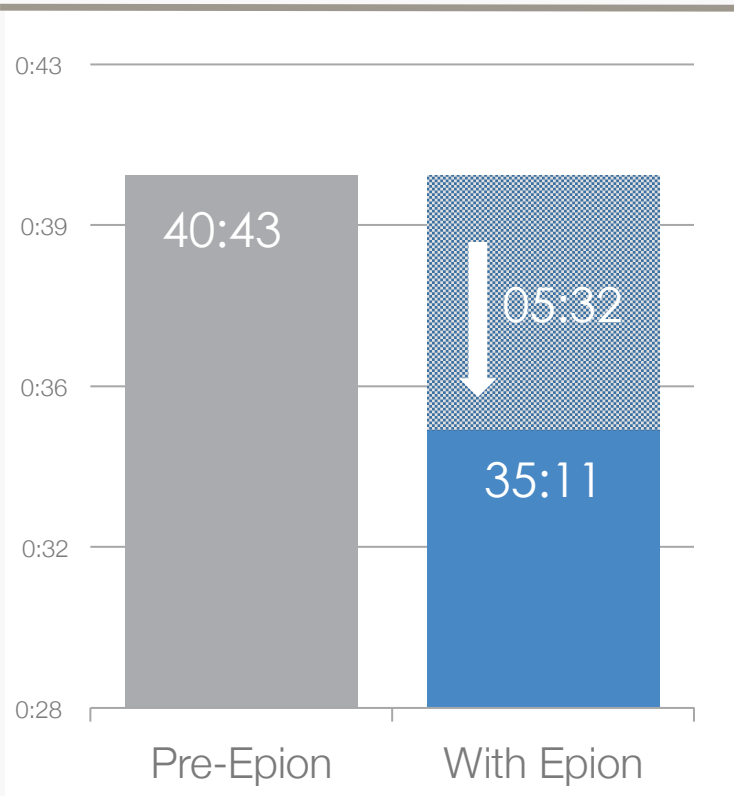
**\$1,361**

### Reduced Write-offs:

At a rate of \$107.12 per claim and a 30% rate of write-offs

# Clinical Staff Labor Savings

Patient Time in Exam Room (mins.)



Realized value  
assuming a \$18/hour  
fully-loaded labor  
rate:

**+\$428**  
per provider / month

**+\$5,137**  
per provider / year

Hours Saved	
<b>258</b>	Patients checked in per month per provider
<b>x 5:32</b>	Minutes per patient saved
<b>=</b>	
<b>23.8</b>	Hours saved / mo. / provider

# Front Desk Staff Labor Savings

## Demographic Data Entry / Mo.

Collecting demographic data with Epion eliminates the need for front desk staff to manually enter data

<b>695</b>	<b>New Patients Checked in using Epion</b>
<b>x 5</b>	<b>5 Minutes Per Check-in</b>
<b>+</b>	
<b>2,394</b>	<b>Existing Patients Checked in using Epion</b>
<b>x .5</b>	<b>1/2 Minute Per Check-in</b>
<b>=</b>	
<b>76.9</b>	<b>Hours Saved / Mo.</b>

## Document Upload / Mo.

Near elimination of document handling associated with new and existing patient check-ins.

<b>7,738</b>	<b>Consent Documents Uploaded</b>
<b>÷</b>	
<b>60</b>	<b>Minutes Per Hour</b> Assumes 1 minute per upload
<b>=</b>	
<b>129</b>	<b>Hours Saved / Mo.</b>

Realized value assuming a \$15/hour fully-loaded labor rate:

**+261**

per provider / month

**+\$3,129**

per provider / year



# Savings on Materials

Using Epion, clients can expect to realize a savings on materials alone equal to:

**20¢**  
Per Page\*

Savings rate is based on multiple published sources and uses costs associated with:

- Printer toner
- Paper
- Copy/scanning equipment
- Shredding services

## Monthly Pages Saved

<b>7,738</b>	<b>Consent Documents Uploaded</b>
<b>+</b>	
<b>4,931</b>	<b>Patient Data Forms</b> 704 patients requiring forms (new, annual exams) x 7 forms per patient
<b>=</b>	
<b>12,667</b>	<b>Total Pages Saved</b>

Realized value using Epion:

**+\$214**

per provider / month

**+\$2,568**

per provider / year

# Epion “Soft” Values

