



# **3GEN CONSULTING**

**Your Revenue Realization Partner**

**[www.3genconsulting.com](http://www.3genconsulting.com)**

# 3Gen *Overview*

---



Experienced medical  
billers & certified coders



ISO & SOC 2  
certified company



Focus on people, process  
& innovation



Providing customized  
solutions since 2006



Leading provider of end-  
to-end revenue cycle  
services



Proven expertise  
across multiple  
specialties

# Our Unique *Approach*

---

3Gen Consulting is an innovative team of industry experts partnering with healthcare organizations to assist with management strategy, finance, process improvement, and compliance. Whatever the challenge, our team of seasoned professionals will quickly identify and implement creative solutions that will drastically improve the way you do business.

## Why *3Gen*?

---

- Experienced and professionally certified team including CPA, FHFMA's, MA's, CPMA's, CRC's, CPC's, etc.
- Broad portfolio of integrated services including revenue cycle management, coding, audits, education, payer contracting and healthcare management consulting services.
- Proven expertise across multiple specialties, billing platforms, clearing houses and payers.
- Cost-effective solutions by identifying inefficient business practices for your success.
- SOC 2 Type 2, ISO 9001:2015 & ISO 27001:2013 certified

Our team works as an extension of your organization, aligns with your culture and delivers the best results!

# Healthcare Management *Consulting*

Weak links in your organization are costly and problematic to your operations. We understand your unique challenges to guide you through implementation of strategic solutions.

## **Operational Assessments**

Assess the overall health of your organization and implement strategic solutions.

## **Value Based Model Strategies**

Develop strategies to transition from fee-for-service to value-based reimbursement.

## **Revenue Cycle Assessments**

Provide insight into revenue integrity through process and compliance analyses.

## **Practice Management**

Provide interim support when resources are temporarily unable to meet needs.

# Contract Review & Fee *Negotiations*

Performing periodic payer contract reviews ensure providers are receiving optimal reimbursement. Our services include:

- Comprehensive contract review
- Contract language analysis for optimal terms for providers
- Utilization and payment analysis by payer to compare reimbursements
- Identification of strengths, weaknesses, and improvement opportunities
- Identification of threats in unsatisfactory payer contracts
- Preparation of competitive fee schedule analysis to support optimal rates
- Market analysis to present comprehensive proposal to payers
- Negotiation with payers to raise reimbursement rates

# Risk Adjustment *Coding*

Risk adjustment using HCC framework is fundamental to physician reimbursement, patient and population health management, and supporting value-based programs. With 3Gen, you get a customized approach to clinical documentation review and improvement.

Our certified risk adjustment coders have the experience and expertise to conduct risk-adjustment reviews that can occur at two different times throughout the revenue cycle:

## **Concurrently**

Before claim has been billed.

## **Retrospectively**

After claim has been billed.

## **The 3Gen Advantage**

- In-house proprietary risk adjustment coding tool – P.O.R.T
- Capture accurate and complete patients' diagnoses
- Customized reports to clients' requirements
- Deliver optimal results and improve financial performance
- Return on Investment range from 9:1-15:1



# Coding & *Compliance*

---

Proper documentation, coding, and compliance best practices minimizes compliance risk and optimizes reimbursements. 3Gen has extensive experience serving providers of all specialties.

- **Coding & Compliance Audit:** We find improvement opportunities and support you in ongoing correct coding initiatives with audits, documentation review, utilization analysis, annual assistance & more.
- **Coding Education:** Our Certified Coding Education Specialists have vast experience in compliance training to keep your team updated with industry changes through customized education sessions.
- **Coding Services:** Correct coding is essential for optimal reimbursement and compliance. Our certified coders can step in to assist with backlog volume or assist with continued coding services.
- **Clinical Documentation Improvement:** Precise clinical documentation is integral to every patient encounter. It assists providers to make informed patient care decisions, assess clinical quality & determine reimbursement.

# Revenue Cycle *Management*

---

Providers are losing significant revenue annually due to several reasons such as inaccurate coding, insufficient documentation, billing and collections errors, failure to monitor the claims process and not staying updated with industry changes. Our solutions can help!



Patient Demographics Entry



Eligibility Verification & Prior Authorization



Charge Entry & Claim Submission



Payment Posting (Electronic & Manual)



Accounts Receivable & Denial Management



Patient Calling & Customer Service



Provider Enrollment & Credentialing



Patient Statement Processing

## **Our** *Subsidiaries*

---



# LIGHTHOUSE

HEALTHCARE ADVISORS LLC

A 3GEN CONSULTING COMPANY

Physician **B**illing Management

..... we bill **best**

A 3Gen Consulting Company



## Client *Testimonial*

---

”

I want to take a moment to sincerely thank the entire team for your outstanding work. After reviewing the results, it's clear that the 3Gen Consulting team has gone above and beyond in delivering top-quality service.

Your attention to detail, commitment to accuracy, and efficiency have played a major role in streamlining our processes and improving our overall performance. I'm truly impressed by the level of expertise and professionalism you consistently bring to the table.

Your hard work has had a significant impact on our success, and I truly appreciate the dedication each of you puts into your work. It's been a pleasure working with such a talented team, and I look forward to continuing our collaboration. Thank you again for all that you do!

***Billing Manager,  
Orthopedic Surgery Group***

“

# Contact

## Phone

(888) 886-3436

## Email

[info@3genconsulting.com](mailto:info@3genconsulting.com)

## Website

[www.3genconsulting.com](http://www.3genconsulting.com)