

## Welcome to Medical Accounting Corp. (MAC)

Bottom-line: MAC's clients make more money with us and do so under a comprehensive risk management umbrella.

- MAC's clients have realized a net income increase in the range of 12% to 31%

It is MAC's opinion that Anesthesia is the keystone to any successful operation. With this, Anesthesia clinicians are in a unique position to drive quality and profitability. Thus, you should be compensated for your leadership as well as clinical acumen. However, realizing that this is not the majority view in our industry, we approach every client's business as if it was our own.

Through attention to detail and tenacious follow up our clients realize tremendous returns both financially and from a quality of life perspective.

MAC provides Medical Billing and Practice Management services through our quality process known as Practice Architecture™. Practice Architecture™ provides the blueprint for our associates to uniformly address issues and tailor solutions to each of our client's unique circumstances.

Please know that in the first year or so of our relationship you will hear from your MAC associates quite often to discuss findings, make recommendations and gain course correction input.

Thank you for your interest in MAC.

Sincerely,



Todd D. Lyle, M.S.  
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## Welcome to Medical Accounting Corp. (MAC)

- Advanced degrees and over 100 years of experience go to work for you everyday
- Vested MAC employees ensure account continuity

From any vantage point, your group is practicing entrepreneurial medicine in a very tight market. MAC has the experience and technology to manage your practice while you focus on patient care and personal growth.

MAC offers resources to advance your practice through medical billing, practice management and business development. MAC continually addresses the processes necessary for on-going quality control and a consistent revenue stream. MAC can handle just your medical billing or provide a turn-key solution for the whole practice.

### Company Overview

MAC specializes in anesthesia and pain management.

MAC takes an organic approach towards every element of your practice. Our services encompass the essentials as well as ancillary activities that make and keep a practice strong and profitable.

For maximized reimbursements or a practice management solution that works, MAC is the answer. We're here for your piece of mind.

### *Mission Statement:*

*Provide superior service to a select clientele by creating and maintaining an environment of excellence where innovation and accuracy are rewarded. ▲*

We handle the risk management and compliance activities that protect you from a litigious society. We build your practice's foundation with continuity in mind.

MAC focuses on the fundamentals of business, process development, knowledge and attention to detail. Tenacity is our driving force and when coupled with our commitment and expertise, you, our client, benefit from one of the most comprehensive management systems in our industry.

MAC is successful because we employ and cross-train individuals with a high level of expertise in their respective disciplines. MAC employees enjoy profit sharing and hence are vested in your future!



## Medical Accounting Corp. (MAC)

### ▲ Medical Billing

- Claims processed in the US and coded by a Certified Professional Coder (CPC)
- 24 hour turnaround on claims
- Maximized reimbursements

Each of our clients consistently ranks in the 90th percentile (A rating) when compared to the Medical Group Management Association's (MGMA) annual Anesthesia Cost Survey.

MAC accomplishes this through clean claims submission and tenacious follow up driven by detailed reporting.

For example, while our competitors' accounts receivable summary reports give a total charged amount - MAC's AR summary report provides the actual expected/allowed amount for each charge based on the specific carrier contract.

From accurate charge capture, coding and data entry, to methodical AR follow up, MAC provides its clients with a complete medical billing package for an all-inclusive monthly service fee (less postage).

Included in this monthly service fee is full coding & compliance and on-going contracts & credentials oversight.

### Coding & Compliance

In addition to keeping you up-to-date on the newest procedure codes, MAC will educate your staff on a given carrier's processes and idiosyncrasies.

MAC will ensure that your anesthesia records and procedural notes are as accurate as possible to reduce the need for amendments and the confusion that slows down reimbursements and leads to unwanted audits.

- Medical Necessity • Clean Charge Capture • Fee Schedules

### Contracts & Credentials

From provider enrollment to managed care contracts, MAC handles these administrative tasks for you.

MAC's managed care contracting process covers contract review, negotiations and on-going contract maintenance.

- Managed Care Coordination
- Public Payor Interface



## Medical Accounting Corp. (MAC)

### ▲ Practice Management

MAC's Practice Architecture™ is a continuous quality improvement process that provides an on-going review of your practice's infrastructure and systems.

Starting and ending with medical billing oversight our procedural blueprint will make your vision a reality by identifying areas of opportunity, detailing key objectives, and creating the milestones necessary to meet your goals.

### Profitable Practices Result from a Strong Practice Architecture™

Regardless of your business requirements or practice culture, the majority of what you do should be process driven. Let MAC use our Practice Architecture™ to systematically review your organization. From here, we can outline your corporate goals and develop a plan of action commensurate with your expectations.

Practice Architecture™ addresses :

- Business Development • Facilities • Materials • Practitioner Administration • Staff Management
- Information Technologies • Accounting • Risk Management

### Business Development

Do you have agreements in place with your facilities to increase physician referrals?

Do you have a marketing strategy?

MAC can create or assist in the creation of a market penetration plan or act as your liaison with facility leadership.

MAC can perform a profitability analysis and work with you to develop and implement a viable, flexible business plan.



## Medical Accounting Corp. (MAC)

### ▲ Practice Management

#### Facilities

AAHC credentialing, state inspections, unreliable contractors and in-service training are just a few of the potential obstacles one faces during the ramp up or revamping of a facility. MAC can assist by providing a tried and true network of capabilities and contacts.

MAC associates can handle every aspect from planning to implementation. We are poised to offer either a turn key approach or assistance in a consultative manner:

- Clinical Operations Consulting
- Compliant Policies & Procedures
- Materials Management

#### Materials

While you ensure that your patients receive quality care, who ensures that you are getting the best rates on your medical supplies and equipment?

MAC can handle the brokering and management of all of your materials requirements. We can arrange the contracts required for perishable supplies and drugs as well as the leasing or purchasing of durable equipment. Let MAC keep an eye on your quality and cost.

#### Practitioner Administration

Do you ever feel like you are running in place when trying to balance medicine, practice management and a personal life?

MAC recognizes that while many administrative tasks are mundane, they can cause a great deal of anxiety and valuable resources should a requirement not be met or a license not renewed. By streamlining your practice's processes and assuming business and ancillary responsibilities, MAC frees you to practice medicine and to spend more time face-to-face with your patients, family and friends.

- Compliance Training
- Management Coaching
- Staff Management



## Medical Accounting Corp. (MAC)

### ▲ Practice Management

#### Staff Management

Who handles your payroll and benefits administration? What about Worker's Compensation, OSHA, ADA (Staff & Patient) and labor department requirements?

MAC can handle all of your administrative needs to ensure that your staff is free to perform their core job. Moreover, MAC can educate your staff on the myriad of concepts and methods available to be more compliant and profitable.

Are you confident in your staff's abilities? Are they cross-trained in the event of an employee absence or unexpected resignation?

MAC can assess your staff's individual and collective capabilities or assist with hiring the initial team. We can mediate in contentious areas by working side-by-side with your staff to solve organizational or cultural issues.

Have you become too close to your staff to be objective in times of trial? Is your staff happy to come to work and do you value their opinions? How do you evaluate and promote your talented staff while weeding out the underachievers?

MAC can administer your staff to ensure smooth workflow and a pleasant, efficient workplace.

- Pre-Hire Due Diligence
- Employee Reviews
- Conflict Mediation
- Team Building



## Medical Accounting Corp. (MAC)

### ▲ Practice Management

#### Information Technologies

MAC proudly offers [SimpleSchedule®](#), our proprietary web-based scheduling and workforce management system. Ask for a demonstration today!



In addition to our software-as-service systems, such as [SimpleSchedule®](#), MAC offers web design, network, email and mobile device services designed to improve your practice's communications and continuity.

- Custom Applications & Tools
- Website Development
- Email & Networks

#### OUR TECHNOLOGY: BEST OF BREED

Technology is worthless if it does not lead to increased profitability.

Through a strategic alliance with PPM Information Solutions, Inc., MAC operates two premiere software systems (PPM Plus & PPM Connect) that focus on the unique billing requirements of anesthesiology. These systems are the most comprehensive and sophisticated practice management tools available today.

These software systems produce useful reports that continually demonstrate the efficiency of MAC's processes. These processes are the key to our collective success. The reporting functions found within PPM Plus and PPM Connect produce reports which are used to evaluate the integrity of your practice and manage your corporation.

Your practice is a multi-million dollar corporation. You deserve to have the best business minds and most advanced tools available.

We look forward to increasing your bottom-line.



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### ▲ Practice Management

#### Accounting

MAC associates manage the full spectrum of accounting services from payroll and employee benefits to personal and corporate income tax preparation.

Whether you are in need of simple accounting services or a full-scale audit, MAC retains individuals with a high level of industry expertise and knowledge.

Please note that for your protection MAC uses outsourced tax preparation and audit elements for its accounting services.

These Certified Public Accountants assure additional security and peace of mind.

- Payroll
- Monthly Accounts Payable
- Income Taxes

#### Risk Management

We live in a litigious society where opportunistic individuals, lumbering insurance carriers and government bureaucrats seek financial benefit at your expense.

MAC approaches each area of your practice with risk management in mind. By methodically assessing each risk category MAC provides superior results in a reduced risk environment.

Whether you desire a malpractice insurance coverage review or a full-scale compliance audit MAC is here to serve. At any level of need, we can assist you with identifying and addressing potential problem areas before they become a loss related issue.

- Malpractice Review / Case Stewardship
- Corporate & Compliance Documentation Review
- Patient Education & Waivers
- Pre-Hire Due Diligence
- Cash Handler Audits



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