

# CZAR

Comprehensive Zotec Analysis & Reporting



## Intuitive. Transparent. Predictive.

The Comprehensive Zotec Analysis & Reporting (CZAR) is a sophisticated analytical tool that works 24 hours a day, seven days a week, and 365 days a year to actively monitor the entire revenue cycle of a medical practice.



# CZAR is...

**Attentive:** Positive and negative outliers are quickly highlighted for greater focus on the practice's cash flow and financial goals.

**Transparent:** Real-time production data is updated hourly and daily, so practices have full access to their business and can see every aspect of the revenue cycle with a complete, fully transparent view of accounts receivable, claims and cash flow.

**Predictive:** Production data is updated frequently throughout the day with key areas such as charges and payments shown in real-time.

**Productive:** Physicians can quickly and easily view and benchmark current statistics by the month, quarter or year comparative to their usual production volumes, dollar amounts or by modality.

**Intuitive:** Minimal training is needed with the intuitive dashboard and easy-to-use CZAR platform.

**Collaborative:** Comments and explanations from staff and colleagues regarding anomalies or erroneous claims can be saved in CZAR for historical reference and explanation.

**Customizable:** Each dashboard is completely customizable based on the needs of the practice or individual physicians.



**Mobile:** A CZAR mobile application for smartphones gives users better visibility into manual alerts they have created. Users can now see, modify, and resolve their alerts and analyze historical trending and turnaround times with ease.

# CZAR can...

- 1 Monitor the entire revenue cycle in near real-time for optimum transparency.
- 2 Alert practices to issues that are outside of statistical control.
- 3 Drill down into various aspects of the practice's business.
- 4 Visually display practice data in charts and graphs.
- 5 Ensure the revenue cycle is running as smoothly as possible.

Learn how **CZAR** can improve your business with a complimentary demonstration.

[sales@zotecpartners.com](mailto:sales@zotecpartners.com) | [zotecpartners.com](http://zotecpartners.com)



# Is your radiology practice missing critical information?

Using our **Comprehensive Zotec Analysis and Reporting** technology, you can impact and improve the financial future of your practice.

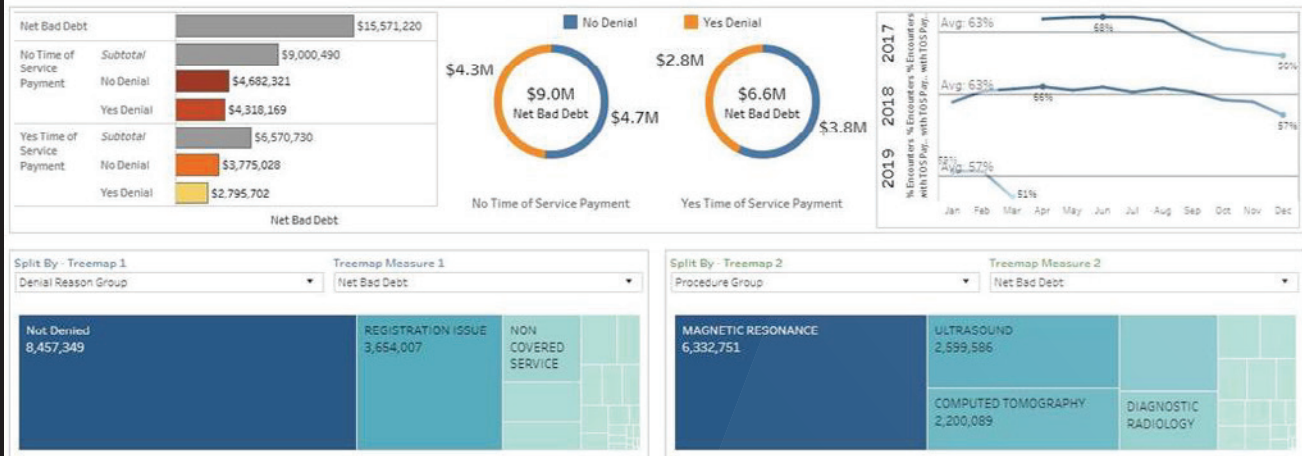


## Accrual Analysis

With Zotec's best-in-class accrual reporting, radiologists can view and investigate variances between budgeted, forecasted, or actual collections.



1.4M patient encounters resulted in guarantor responsibility totaling \$81.1M.  
68% of encounters with guarantor responsibility had a payment at Time of Service.



## Guarantor Payment Analysis

Zotec's guarantor dashboard provides in-depth data analytics that allow you to analyze guarantor responsibility, guarantor payments, bad debts and related trends.

Stop second-guessing your data.  
Contact us for a demo today.

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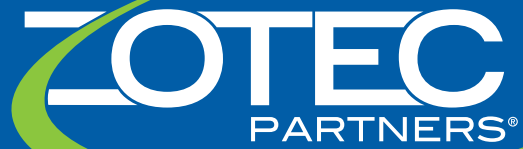
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## Radiology Revenue Cycle and Practice Management Specialists

As specialists in radiology revenue cycle and practice management, Zotec Partners understands what it takes to secure payment for services in today's complex and challenging reimbursement environment. Combined, we offer comprehensive revenue cycle and practice management services to more than 300 clients nationwide, including some of the country's largest radiology groups, outpatient imaging businesses and teleradiology companies.

### Billing

Our complete revenue cycle management service offers a unique blend of proprietary software technology and skilled professionals to increase collections, reduce days in accounts receivable and minimize compliance risks.

**Proprietary software tools and programming staff:** We have created highly efficient tools to bill for radiologists, including patient access innovations such as secure Internet payment, interactive voice response phone technologies, and payment using smart phone technologies.

**Expertise in diagnostic and interventional coding:** We employ certified radiology coders and computer-assisted coding technology to ensure complete and compliant charge capture. Web-based radiologist feedback allows continual coding education and improvement.

**Contract variance analysis:** Our revenue cycle management system continually monitors information concerning each of your payer contracts, including anticipated payments, per line item, and per modifier, and our sophisticated tools ensure follow up on every discrepancy, every time.

**High quality management information:** We use business intelligence and analytics tools to track practice data, leading to proactive measurement, process improvement and improved net income.



*\*Comprehensive Zotec Analytics & Reporting (CZAR) sample graphics.*

### About Us

- Largest privately-held radiology billing company
- U.S. company with national coverage
- Combined more than 80 million procedures processed annually
- Highly experienced personnel
- One fee, aligned incentives
- Payer contract variance analysis

## Practice Management

Our practice management service is comprised of core radiology consulting capabilities that are customizable to an individual practice's needs. Zotec Partners employs practice managers, CPAs, MHAs and MBAs who use radiology expertise to deliver optimized collections and operational performance.

**Revenue enhancement:** We identify and pursue new practice revenue opportunities in an effort to maximize the value of managed care impact, strategy, pricing and contract negotiation. We have a proven track record of securing and expanding revenue from income guarantees, facility stipends and joint ventures for our radiology clients.

**Strategic planning and direction:** We can plan and project radiology practice economics, identify emerging opportunities to promote practice growth and analyze and summarize all financial and statistical areas of your business.

**General business and administration:** Our professionals coordinate services and activities with outside professional advisors, and review and advise on corporate documents to properly run your business. We also stay in front of your leaders and help them make informed decisions by facilitating monthly board of directors meetings.

**Financial management and reporting:** We design and administer compensation and benefit programs, including retirement programs and funding strategies for your group's radiologists. From a risk management perspective, we perform liability and malpractice insurance planning. The preparation of monthly financial statements and comparative reports will always mean your group is up to speed on its most current business analytics.

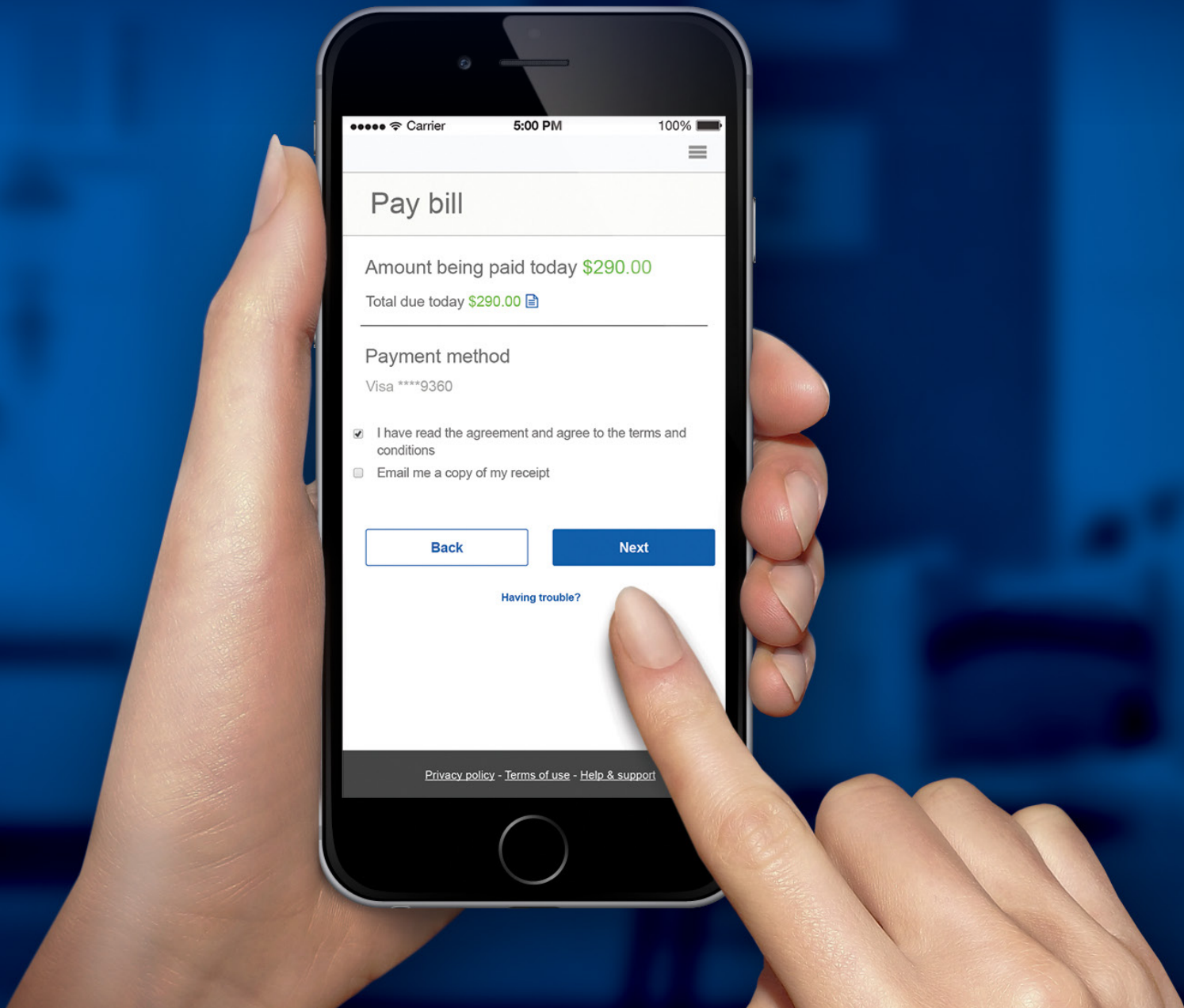
Complete Revenue Cycle Management.  
Fast. Accurate. Compliant.

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# The revenue cycle is changing.

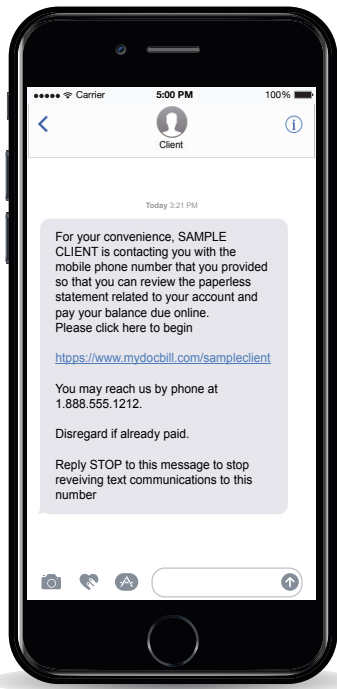
Rethink the way you connect with your patients.



Collect more with Zotec.  
Complete Revenue Cycle Management







# Your patients are texting. Are you?

The revenue cycle is changing.

Because of high-deductible health plans and health-savings accounts, patients are more accountable than ever for their medical bills. One of the most effective ways to engage them as consumers in the new healthcare landscape is text messaging.

## The facts.

**72%**

of Americans own a smartphone

**97%**

use their smartphone to text

**98%**

of text messages are read

**22%**

of email messages are opened

**1.5**  
minutes

average response time for texts

**90**  
minutes

average response time for emails

**04**  
seconds

to glean information from a text

**120**  
seconds

to glean information from a phone call

**19%**

of people NEVER check their voicemail

**76%**

of patients believe texts are more convenient than a phone call

**75%**

of patients prefer appointment reminders, payment reminders and surveys through text

**209%**

higher response rate than phone calls!

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