



## The Meridian Advantage

Meridian is a premier provider of revenue cycle outsourcing for large provider organizations, academic groups, and multi-specialty groups delivering mission-critical systems integration, electronic medical record deployment, and information technology services.

### AT-A-GLANCE

Company Founded: 1996

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### Leadership

Rob Gontarek  
*President & CEO*

Karen Simonenko  
*Executive Vice President, Operations & Client Services*

Jeanine Joncas-Lenczuk  
*Executive Vice President, Information Technology*

Bill Stone  
*Executive Vice President, Sales & Marketing*

Ed Medina, CPA  
*Chief Financial Officer*

Judi Rooney  
*Chief Compliance Officer*



## Charting a New Revenue Cycle Management Course

Revenue cycle performance lies at the heart of every healthcare organization's financial health. Creating true change to an organization's RCM system can significantly improve results. When properly deployed, RCM excellence can increase margins for years to come.

At Meridian, we recognize that RCM excellence requires organizations to employ the most comprehensive process and technical solutions available. This alignment is more important than ever as third-party payers have implemented high velocity efforts to diminish reimbursement, drive oversight through enhanced regulation, and shift clinical and financial risk to provider organizations.

Reimbursement is paramount to strategic growth. At Meridian, we seek to address the trend in declining reimbursement by delivering fundamentally sound RCM solutions that improve efficiency, increase revenues, and achieve peak performance; all while allowing our clients to provide a high quality patient experience.

### The Meridian Advantage - Determining the True Cost of RCM

Limiting the evaluation of RCM performance to traditional metrics fails to provide an accurate measurement of RCM performance. Most providers will readily diagnose issues, place staff on site, and deliver general reports. However, these basic services can only raise an organization's RCM performance up to par with industry averages.

At Meridian, we go beyond the traditional metrics by examining key cost indicators such as cost to collect; headcount and turnover cost; overhead and infrastructure costs; the number of core, bolt-on, and workaround technologies; compliance issues; risk mitigation; and areas of sub-optimal performance.

# The Meridian Advantage in Revenue Cycle Management (RCM)

**We go beyond processing data. We challenge the numbers as they are presented. We ask the necessary questions and delve deep into the data to ensure accuracy.**

**At Meridian, our success is determined by our client's success.**

By optimizing the process and setting performance targets, we are able to positively impact the collections of our clients and assure smooth cash flow performance. This approach ensures maximum results for clients and best in class cost structure. It's just one of the Meridian advantages that differentiate us from the competition.

## **Treating Your Business as Our Own**

Meridian's financial success is directly tied to our clients' financial success. As your partner, we approach your business with the analysis, real-time focus, and rigor required to significantly increase your financial returns.

We go beyond processing data. We challenge the numbers as they are presented. We ask the necessary questions and delve deep into the data to ensure accuracy.

Our approach to meeting your collection goals is to work together to create a cohesive plan.

## **More Control, Full Transparency**

At Meridian, we combine our expertise, rigorous methodology, and market leading technology to provide a high degree of control and stability to our client's financial performance. With detailed service level agreements that govern partnerships, we continuously monitor and measure all aspects of our work. Unlike other providers, we identify actionable information and provide full transparency to your entire staff from the operators through the executive team.

## **Bottom Line Proof**

At Meridian, we demonstrate improvement with every single customer based on the establishment of shared goals. Whether working with large academic medical centers, physician led organizations, or multi-specialty groups, our clients realize immediate and sustained financial improvements due to our ability to maximize RCM process and system capabilities. At Meridian, our success is determined by our client's success.

**For more information, call us at 855.499.9333 or visit our website at [www.m3meridian.com](http://www.m3meridian.com).**

