

2024 IHA REVENUE CYCLE SOLUTIONS SUMMIT

IHA Solutions is excited to introduce the inaugural IHA Revenue Cycle Solutions Summit. This summit aims to unite revenue cycle leaders across the state to collaborate, share insights, and explore innovative strategies to optimize revenue cycle management in healthcare.

Join us for engaging discussions and expert-led sessions by IHA Endorsed Business Partners designed to address the evolving challenges and opportunities in revenue cycle. Event registration is required in advance.

Thursday, Aug. 15 | Registration: 8:30 - 9 a.m. | Event: 9 a.m. - 3:15 p.m.
CRG Event Center | 2499 Perry Crossing Way, Ste 205 | Plainfield, IN 46168

8:30 - 9 a.m. | Registration & Networking Breakfast

9:15 - 10 a.m. | CommerceHealthcare | Healthcare Financial and Revenue Cycle Trends

Sue Martin, FACHE – Senior Vice President, Director Healthcare Specialty Services

Jodi Busch – Vice President, National Healthcare Relationship Executive

Learning Objectives:

- Learn about major factors commanding leadership attention
- Understand how these difficult financial pressures and conditions are framing 2024 actions

10 - 10:45 a.m. | CorroHealth | From Denial to Recovery: The Heart of the DRG Downgrade Challenge

Annabelle Seippel – Vice President, Denial Management Services

Learning Objectives:

- Gain an understanding of DRG downgrades, including their evolution and impact on hospital revenue
- Discover how to structure your appeals process to combat DRG downgrades successfully, including the importance of educating staff on routing & leveraging insights from upheld appeals to strengthen future cases
- Learn from evidence-based strategies for successful payer appeals and contract renegotiations to safeguard your revenue

10:45 - 11:30 a.m. | AblePay | Navigating the Health Care Affordability Maze: Impact on Providers, Patients, & Patient Payments

Ryan Werling – Senior Vice President

Learning Objectives:

- Learn how to increase your revenue while improving overall patient experience
- Review case studies on how to positively change patient payment behavior

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11:30 a.m. - 12:15 p.m. | Networking Lunch

12:15 - 1 p.m. | Kodiak Solutions | Understanding the Current Headwinds Facing Indiana Revenue Cycle Leaders

Ben Wolber – Consultant

Madison Orlow – Senior Associate, Revenue Cycle Intelligence

Nick Armour – Consulting Manager, Revenue Cycle Intelligence

Learning Objectives:

- Understand the current performance revenue cycle data trends and the challenges they create for revenue cycle leaders
- Learn strategies utilized to adapt to a changing environment

1 - 1:45 p.m. | H4 Technology | Skill Gap Assessments for RCM Staff: How & Why

Taya Gordon, MBA, FACMPE, CMOM – Revenue Cycle Officer

Learning Objectives:

- Discover how to perform skill gap assessments
- Outline strategies to approach professional development positively
- Use assessment templates and best practice guidelines for immediate implementation and skill gap program development

1:45 - 2:30 p.m. | HSG Advisors | Optimizing Revenue Cycle Management for the Employed Provider Network

Kari Craig, MBA – Senior Manager

Belinda Muench, MHA – Manager with HSG Advisors and Principal of M13 Management Partners

Learning Objectives:

- Discuss the essential components of RCM and the common RCM challenges in employed provider networks
- Learn techniques for overcoming RCM obstacles through process improvement, technology, training, and partnerships

2:30 - 3:15 p.m. | Panel Discussion | Hot Topics in Health Care Revenue

Panel of Industry Experts - Moderated by Adam Scott, Indiana Hospital Association

Learning Objectives:

- Discuss latest trends and challenges of revenue cycle in Indiana
- Share best practices to help IHA members gain actionable insights for optimizing revenue cycle management