

# Should Your Practice Outsource Credentialing Services?

Outsourcing credentialing management can help reduce your financial burden and improve outcomes

## Credentialing and financial well-being

Credentialing can be time-consuming and costly. What's more, inaccurate or incomplete credentialing can leave a practice vulnerable to a variety of harmful outcomes:

- Increased days in accounts receivable (A/R)
- Increased claim denials
- Non-par payments
- Customer service issues
- Provider frustration
- Accreditation problems
- Vulnerability to malpractice suits

## Benefits of outsourcing

Outsourcing credentialing management can help reduce your financial burden and enable your practice to run more smoothly. By partnering with a vendor that specializes in managing the entire credentialing cycle with a cloud-based workflow software, you can better control costs associated with credentialing. Outsourcing can help your practice achieve:

- Increased revenue
- Financial savings
- Reduced credentialing denials
- Expedited processing
- More secure data storage

## 8 Questions to see if outsourcing is right for you

- 1 Are administrative costs of credentialing eating away at your profit margin?  
 Yes  No
- 2 Are increased provider onboarding volumes overwhelming your credentialing staff?  
 Yes  No
- 3 Are claim denials due to credentialing issues harming your revenue?  
 Yes  No
- 4 Have you lost revenue due to high days in enrollment (DIE)?  
 Yes  No
- 5 Does your average turnaround time for credentialing, including data entry, completing applications, and sending signature pages to providers, fail to meet the standards listed below?
  - 1–5 providers: 24–48 hours
  - 5+ providers: 48–72 hours Yes  No
- 6 Are there providers at your practice who are not enrolled with all payers?  
 Yes  No
- 7 Are you struggling to keep up with state regulations and requirements?  
 Yes  No
- 8 As part of credentialing, medical practices must maintain numerous forms and primary source documents. Examples include medical licenses, drug enforcement agency (DEA) certificates, and other state licenses; board certifications; curricula vitae; documentation of hospital privileges; records of residencies and fellowships; documentation of liability insurance; collaborative practice agreements for nurse practitioners and physician assistants; W-9 forms; and more. Does your practice still rely on staff to manually organize, store, and update these documents?  
 Yes  No

## Choosing a credentialing services partner

If you answered yes to any of the checklist questions, your practice would likely benefit from outsourcing credentialing services. To select a vendor that's right for you, consider the chart below.

✓	Capability	What to look for
	Comprehensive IT-enabled services	Services that address all areas of enrollment, covering the entire credentialing life cycle
	Workflow powered by leading-edge systems	Credentialing workflows, powered by advanced, cloud-based software, to help your practice generate more cash, faster
	Top-tier software and automation tools	Implementation and use of top-tier software and automation tools to the fullest possible extent, ensuring accurate and timely credentialing—as well as streamlined management of primary source documents
	A team of experts	Demonstrated expertise with payers and insurance plans nationwide
	Experience across specialties	Proven experience working with a variety of specialties to help expedite credentialing with any health plan
	One-on-one support	A dedicated expert monitors analytics and provides one-on-one support to enhance operations and help ensure success
	Data and analytics	Offers robust data collection, analytics, and complete visibility into every credentialed provider

## Relieve administrative burdens and improve your revenue cycle

NextGen Healthcare credentialing experts can relieve your administrative burdens and help improve your revenue cycle. We provide dedicated attention and handle all the details to ensure your revenue cycle stays on track. We use leading cloud-based software and automation tools. Our credentialing experts have experience with the full gamut of medical specialties and types of practice in every state.

## TAKE THE NEXT STEP

Learn more about our credentialing management expertise.

Contact us today at 855-510-6398 or [info@nextgen.com](mailto:info@nextgen.com).