

# Pathology Billing:

## 8 Reasons to Choose TELCOR

TELCOR is a purpose-built RCM solution designed specifically for the unique operational and billing complexities of pathology. Unlike generic systems or outdated practice management software, TELCOR RCM is engineered for laboratory workflows, integrating cleanly with any LIS to eliminate manual processes, reduce errors, and improve collections.

### DESIGNED FOR PATHOLOGY

With TELCOR RCM and its powerful rules engine, complex pathology billing requirements such as ICD-10, CPT, HCPC, and challenging TC/PC split are easily managed. Automating these requirements reduces manual intervention and frees up staff for other projects.

### CLEAN CLAIMS THE FIRST TIME

Submitting compliant claims the first time significantly reduces denials, helping you get paid quickly. With more than 60 validations and rules performed, our smart rules simplify workflows such as:

- Medical necessity checking
- Proper group and pricing for bundled CPT codes
- Application of MUE rules.

Our dynamic workqueues provide visibility into the status of each claim, allowing for easy follow-up, ensuring no claims fall through the cracks.

### ACCESS TO YOUR DATA

Whether billing in-house or outsourcing to TELCOR, you always have complete visibility into all your accounts receivable (AR) — real-time and historical. You can see exactly where every dollar is throughout the entire revenue cycle.

### INCREASE NET COLLECTION RATES

Using all the functionality of TELCOR RCM, pathology practices experience 10-30% improvement in net collections. They also typically achieve ROI in 8-12 months.

Billing for pathology is challenging. Whether it's anatomic, clinical, or molecular, all have common challenges:

- Declining reimbursements and increased patient responsibility.
- Complex billing structures such as split billing for global, technical, and professional components.
- Extensive prior authorization and medical necessity documentation.

Our proprietary software helps pathology practices of all specialties and size overcome these challenges and many more through smart rules and powerful automation.

We increase your NCR by up to 30% and ROI in less than 12 months.



## FLEXIBLE PRICING & CLIENT BILLING

Managing various pricing scenarios can be a challenge. TELCOR RCM includes extensive functionality to customize pricing and meet diverse contract requirements to support client billing. You can create pricing driven by:

- Client
- Financial class
- Payer
- State or locality
- Patient class

## EXCEPTIONAL ANALYTICS

Our goal is to provide you with useful, real-time intelligence directly from the application. No need to run separate reports from various platforms then attempt to cobble the data into one useful report. At any time, you can run reports by client, CPT code, payer and more. You can easily analyze:

- Pay reimbursement
- Claim denials and appeals
- AR by payer, client, or patient responsibility
- Profitability
- User productivity
- Client compliance
- Utilization

## EXCEPTIONAL COMMUNICATION

Many vendors tout their exceptional service. At TELCOR, it's not just our service. With TELCOR, communication starts the first time you call us when a real person answers the phone — no need to navigate an automated phone tree. From your first interaction with our sales team, to our hands-on implementation process, to our two-hour service response time — you'll always know TELCOR is there for you.

## TOOLS TO IMPROVE PATIENT COLLECTIONS

With more patients being accountable for a larger portion of the services provided, it is important to provide tools to pay more quickly. The iLabBill® patient portal allows patients to see services performed and securely pay balances with a credit card.

## ABOUT TELCOR

TELCOR provides billing software and services for laboratories and pathology practices to manage its revenue cycle. These solutions are built on the premise that every lab and pathology practice needs to get paid for the work they do in the most efficient manner. Our software and service solutions provide unparalleled visibility to billing and revenue cycle data allowing executives to identify trends and make sound business decisions. This visibility is key to increasing collections and minimizing operating costs thus positively impacting profitability. With multiple solutions, each using our software designed specifically for the laboratory industry, we have a solution for labs and pathology practices of any size.

