accesshealthcare | **Smarter Technologies**

How to

# Prevent Denials, Recover Revenue, and Build a Modern

Revenue Defense System

The Hidden Threat

For years, denial management meant trying to fix claims after rejection. But the old playbook is failing. Claim denials represent a major operational cost and challenge for hospitals. They are a systemic threat to the financial stability of healthcare organizations.

What providers need now is a Revenue Defense System—a smarter, more strategic approach that prevents denials, accelerates recovery, and strengthens financial resilience.
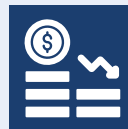
20% of healthcare claims are denied

65% are never resubmitted

$181 for every complex claim that is resubmitted

Payers vs. Providers: The Denial Divide

Payers benefit from denials by:

- Improving their cash position
- Boosting reported profitability
- Holding billions in cash longer to earn interest or investment returns

VS.

Providers absorb the financial damage:

- Lost revenue when claims go unpaid or not resubmitted
- Higher administrative costs chasing denials
- Delayed reimbursement — 45 to 60 days, sometimes up to 6 months
- Eroded financial stability and operational stress

Strategies to Prevent Denials and Reclaim Revenue

Denials aren't inevitable. By redesigning your denial management approach into a holistic Revenue Defense System, you can prevent losses, speed reimbursement, and empower your organization to thrive.

Step 1: Stop Denials at the Front Door
Errors caught early never turn into denials.

- Verify eligibility before patient arrival
- Run real-time prior authorizations
- Scrub data upfront to catch errors
- Apply clean edits based on denial trends

Step 2: Spot Trends Before They Repeat
Speed and accuracy matter when denials do happen.

- **Structure denial categories** by payer, code, and cause
- **Dashboard intelligence** to highlight high-impact trends
- **Source-level fixes** so the same mistake doesn't keep costing you

Step 3: Automate Appeals and Recovery

Smarter workflows can **cut appeal cycles by up to 40%.**

- **Auto-generate appeal letters** customized by denial type
- **Standardized escalation workflows** for each payer
- **Predefined resolution playbooks** that speed up recovery

Step 4: Catch the Quiet Underpayments

Not every shortfall is labeled a denial. Some claims are simply underpaid.

- **Auto-remit review and contract monitoring** for accuracy
- **Automated remittance audits** that flag discrepancies
- **High-volume, low-dollar recovery** that adds up to millions

Step 5: Build Resilience with the Right Partners

A true Revenue Defense System goes beyond managing denials — it transforms the entire cycle.

- **Smarter front-end design** that prevents issues before they begin
- **Real-time analytics** that turn data into action
- **Expert teams** dedicated to appeals and recoveries
- **Continuous improvement** that strengthens your long-term position

Prevent Denials. Recover Revenue. Defend Your Future.

Denials are a systemic threat, but they're not a lost cause. By moving beyond traditional denial management—and investing in smarter processes, advanced technology, cleaner data, and experienced partners—your organization can reclaim lost revenue, accelerate cash flow, and build trust at every stage of the revenue cycle.

Ready to build your Revenue Defense System?

Contact us at accesshealthcare.com