

Data-Driven and Transparent Hospital Medicine Solutions

Who We Are

Ventra Health is a leader in revenue cycle management and advisory services for hospital-based specialties, including Hospital Medicine. We partner with clinicians across private practices, hospitals, and health systems to manage everything from day-to-day operations to the most complex business challenges.

We are focused on maximizing revenue, accelerating cash collections, reducing operational costs, minimizing risk, and navigating regulatory challenges for our clients. With a best-in-class analytics platform and a dedicated Client Success team staffed by subject matter experts, our team ensures transparency and delivers white-glove service and support.

Four Decades of Experience Backed by Strong Financial Support

Ventra Health has more than 40 years of hospital-based specialty experience. Backed by Varsity Healthcare Partners, a private equity investment firm exclusively focused on healthcare, we have made major investments in technology, optimized our service delivery, and strengthened our client performance. With strong financial support, we can make investments even during economic downturns or unplanned events.

Accurate Reconciliation and Actionable Insights

Ventra Health has both the technology and the deep industry knowledge to capture all billable services and code to the most appropriate E/M level. Accurate reconciliation is critical to maximize reimbursement for Hospital Medicine practices, which see patients multiple times throughout their hospital stays. Monthly reports provide clients with the data they need to view trends and modify processes to improve reimbursement.

Revenue Cycle Management

We provide all the revenue cycle and practice management services Hospital Medicine practices need to manage RCM complexities, accelerate collections, reduce denials, and optimize practice management. Working as an extension of our clients' practices, Ventra Health provides:

- ▶ Full-service claim processing
- ▶ Practice performance metrics
- ▶ Insights to identify both under and over payments, reduce denials, and maximize collections
- ▶ Provider training and documentation feedback
- ▶ Intelligent patient portals to accelerate out-of-pocket collections
- ▶ Expert practice management and payer negotiation

What Our Clients Are Saying:

"I would recommend Ventra Health to any group that is seeking the best in a billing partner. I use the word 'partner' because you will not just be getting a company who processes your claims, but as I have found, a partner who will truly help your company maximize your earning potential and at the same time be completely compliant with all the latest legal and documentation 'hoops' that our government and the insurance industry will throw at you."

~ CFO of a Medical Group

Advisory Services

Ventra Health has a dedicated in-house team of experienced consultants who partner with Hospital Medicine clients to navigate through the most complex operational issues and compensation challenges. We are industry experts on regulatory changes, compliance, and compensation negotiation for hospital-based specialties.

Advisory services include:




- ▶ Compensation benchmarking
- ▶ Utilization, efficiency, and performance reviews
- ▶ Documentation feedback and provider education
- ▶ Audits, accreditation, and regulatory support
- ▶ Payer and hospital compensation strategy and contract negotiation
- ▶ NSA and MIPS consulting

Client Success and Patient Experience

We are committed to delivering a superior, frictionless experience for our clients and their patients. Our Client Success team members are RCM experts with decades of experience in their medical specialties. For patients, we offer digital outreach, self-service portals, and a dedicated call center to simplify the patient payment process.

The Ventra Health Hospital Medicine Difference

TRUSTED EXPERTISE

-  Expert Client Success Support
-  Payer Strategy and Contract Negotiation
-  Documentation Feedback and Provider Training

TRANSPARENT TECHNOLOGY

-  Comprehensive RCM Billing, Coding, and Reconciliation
-  Integrated Patient Engagement
-  Enterprise Data & Analytics