

# Provider Enrollment

An integrated, technology-enabled solution that tracks and manages enrollment status through submission, revalidation, and the claims process.

Provider enrollment is the formal payer registration process that enables providers and groups to be reimbursed for services they provide to patients. **Ventra is your partner across the enrollment journey.**

## Our Solution:

- ▶ Manages enrollments and revalidations to keep providers current and eligible to bill
- ▶ Tracks and resolves enrollment holds to reduce denials and speed cash flow
- ▶ Leverages our provider enrollment experts, who have deep experience across state, federal, and commercial plans and can deliver at scale regardless of location or payer mix

## Two Ways to Work with Us

INTEGRATED

### vEnrollment™

The platform fully integrates provider enrollment into our end-to-end revenue cycle services, reducing revenue risk and accelerating speed to value.

STAND-ALONE

### Provider Enrollment Point Solution

For organizations that do not currently work with Ventra for RCM, our enrollment services are available as a stand-alone point solution.

## Ventra's Unique Strategic Approach

Most providers and vendors approach provider enrollment as a pre-RCM activity. We recognize provider enrollment for what it is: an ongoing process with **significant, long-term, and frequently underestimated RCM impact.**



**\$5K**

LOST  
REVENUE

A one-day onboarding delay can cost a group up to \$5,000 and months of uncompensated care<sup>1</sup>.



**100+**

HIGH  
VOLUME

One provider with 5 locations and 20+ payers can generate 100+ applications.



**3x/yr**

ONGOING  
MAINTENANCE

Enrollment doesn't stop at approval, it requires renewals, revalidations, attestations—often 3x per year, per payer.



**1 hr**

SIGNIFICANT  
TIME INVESTMENT

Expect one hour per provider, per payer - before follow-ups or corrections.



**∞**

EXTRAORDINARY  
COMPLEXITY

Grows exponentially more complex for multi-location providers.

Ventra is one of the only RCM companies to fully integrate provider enrollment into the revenue cycle, managing it hand-in-hand with service delivery and payer contracting teams to address denials and enrollment delays with the source payer.

<sup>1</sup> <https://www.techtarget.com/revcyclemanagement/news/366637591/Half-of-providers-report-revenue-losses-from-credentialing-delays>

## The Ventra Health Difference



### People

While many RCM companies outsource their inventory to other companies or use global Business Process Outsourcers (BPOs), our team members are Ventra employees with deep enrollment expertise and longstanding relationships with payers. We maintain full control over training, service transparency, and quality assurance.



### Process

Guided by Ventra's white-glove promise, we work closely with clients to customize our services to fit their unique needs. We partner with your internal teams to educate them on the enrollment process, share data, keep them informed about payer regulatory changes, and manage all the moving parts so they can focus on clinical care.



### Technology

Ventra teams leverage agentic AI and automation solutions on our vCision<sup>™</sup> revenue intelligence platform to optimize and accelerate service delivery. Our workflows track and manage enrollments and periodic revalidations to ensure providers remain current and eligible to bill. We actively manage enrollment holds and releases to reduce denials and accelerate speed to cash.



### Data

Curated data from vSight<sup>™</sup>, our powerful data & analytics platform, drives strategic enrollment decisions for end-to-end RCM optimization. We tie revenue risk to enrollment inventory to provide visibility and present a full picture of activity and impact.

***“Most organizations don't acknowledge that provider enrollment is part of the revenue cycle. If it doesn't have a place in the revenue cycle, you're going to lose money.”***

—Jessica Carden, Senior Director, Provider Enrollment

## Who We Are

Ventra Health is a leading business solutions provider for facility-based physicians practicing anesthesia, emergency medicine, hospital medicine, pathology, and radiology. Your business is our bottom line. We partner with private practices, hospitals, health systems, and ambulatory surgery centers to deliver transparent, data-driven RCM solutions that solve the most complex revenue and reimbursement issues. We ensure your success with subject matter expertise, local payer knowledge, economies of scale, and best-in-class technology—so you can focus on providing outstanding care to your patients and communities.



### We're Here to Help

Have a question or want to learn more about provider enrollment? Connect with a team member at [Sales@VentraHealth.com](mailto:Sales@VentraHealth.com).