

Transforming Ultrasound Operations

The Power of Automated Reporting for Revenue Optimization

How a leading children's hospital automated charge capture with Epic-integrated workflows to recapture and prevent missed revenue.

About the Department

At one of the largest and top-ranked children's hospitals in the United States, the divisions of Maternal-Fetal Medicine (MFM) and Obstetrics & Gynecology (OB/GYN) specialize in offering exceptional care to both mothers and babies. With a focus on ensuring safe and healthy pregnancies and deliveries, these divisions provide comprehensive evaluations and treatment plans that range from routine prenatal care to complex, high-risk pregnancy care.

Background

The divisions opened with the goal to grow into a large, highly specialized, and efficiently operated unit in a short period of time. As the complexity of scanning increased, new protocols were created and additional imaging views were needed.

The team was looking for a user-friendly solution that reduced documentation time as they began to hire more sonographers to meet the growing demand for care.

They initially considered upgrading their inherited ultrasound reporting system, GE ViewPoint. After evaluating challenges like slowness, lack of key integrations with Epic, and a lower level of support than they required, they began a search for a more robust solution designed for their needs.

Goals for the New System

- Reduce manual information input
- Integrate billing with Epic
- Merge documentation into one system
- Increase departmental efficiency
- Address missing information fields and data

At-a-Glance

EHR Integration

- Epic

Specialties

- MFM & OB/GYN

Solutions

- Ultrasound Reporting
- Image Management & Archive to PACS/VNA
- Billing
- Enterprise Faxing
- Enterprise Patient Grouping
- Enterprise Dictionary

Supported Locations / Sites

- 10+

Services Offered

- Obstetrical Imaging
- Genetic Counseling and Screening
- Consultative and Total Obstetrical Care
- Adult Congenital Heart Obstetrical Clinic
- Fetal Echo Diagnostics and Consultation
- Multiples Program
- Fetal Center Consultation and Care
- Social Work and Child Life Consultation
- Palliative Care Counseling

“After implementing AS, our monthly revenue increased without changing scan volume. This led us to audit charges from the past six months, where we recovered over half a million dollars in missed charges. Now, we have confidence in billing accuracy because we don’t have to go between GE ViewPoint and Epic to drop charges anymore.”

– Director of Ultrasound

Solution

After thoroughly evaluating the server costs, data migrations, implementation time, impacts to patient care, integrations, and operational benefits of several vendors, the team knew the AS Software Ultrasound Reporting and Image Management system was the best solution to meet their needs. AS Software would help them modify lengthy reporting from multiple pages into one, and create comprehensive and easy-to-read reports quicker than ever before.



The direct billing interface to Epic has been instrumental in preventing manual inputs and billing errors, leading to significant revenue growth.

– Director of Ultrasound

Results

Implementing the more user-friendly and time-saving solution from AS Software not only prevented a costly upgrade and data migration, it also enabled the team to input information more consistently, quickly write queries, and grow the practice while capturing more revenue each month and reducing workloads for both sonographers and physicians. The seamless implementation process was completed quickly, and support was on-site to ensure historical data was migrated, custom-built templates were pre-loaded, and staff were trained for a successful launch.

Success Highlights

AS Software’s direct billing interface to Epic prevents manual inputs and missed charges, creating extreme revenue growth. Within just the first few months they were able to capture more revenue without increasing the number of scans completed.

The improved reporting capabilities allow for more specialized scanning, helping the hospital grow their referral network, attract talented physicians, perform new research, and provide additional surgeries.

- Improved efficiency in ultrasound reporting and data analysis
- Increased accuracy in diagnosis and treatment plans
- Enhanced patient care and satisfaction
- Saved clinician time
- Reduced documentation time and billing errors



AS has been a game-changer for us. It feels like a true partnership aimed at achieving success. It has allowed us to grow, thrive, and provide exceptional care.

– MFM Physician

Future and Ongoing Success

The divisions have grown to serve patients traveling from across the world at 10+ satellite sites. They’re now expanding their usage of AS Software solutions across other practices and upgrading from a traditional on-premises deployment to the new web-based, cloud-hosted AS Platform.

Learn more about implementing user-friendly reporting and get a demo at as-software.com/demo