

LYNX Client Quotes



“In the first six months after E/Point went live, Riverside’s ED revenue increased \$1.3 million and we saw an additional gross patient revenue increase of \$9 million. I thought the improvement would be significant, but this far exceeded my expectations.”

Renee Rountree

VP of Trauma & Emergency Services
Riverside Regional Medical Center

“Implementing E/Point was a vital piece of our ongoing strategy to ensure that we’re accurately recouping revenue and consistently compensated for the care we provide. We’re proud to be recognized for our integration of E/Point with Epic Systems Corporation’s software and for the results it has yielded to the health system as a whole.”

Bert Reese

Chief Information Officer and Senior Vice President
Sentara Healthcare

“It sounded too good to be true. At first we were skeptical, but we looked at other LYNX sites and found the data to be consistent and reproducible.”

Ron Kloewer

Chief Information Officer
Montgomery County Memorial Hospital

“After our LYNX implementation, CMS audited the Evaluation and Management (E/M) levels at Sharon Hospital and pulled 40 records. After we showed them what we were doing, they used the LYNX methodology to audit and validate our E/M levels and came up with the same results. The charts matched our coding. Our compliance officer certainly liked that 98 percent accuracy rate.”

Steve Wylie

Executive Vice President & Chief Operations Officer
Essent Healthcare

“...we determined LYNX E/Point was the best solution to improve our documentation and Evaluation and Management (E/M) coding and bring consistency to our facilities across many regions” [After implementation] “LYNX has improved our documentation and coding process and has brought consistency within and among all our facilities. We have improved revenue capture through the whole system, impacting more than just outpatients, and have achieved a net increase of \$47 per outpatient ED visit in incremental revenue. This amounts to millions in net revenue in just 20 weeks.”

Reggie Allen, MBA, RN

System Director, Quality and Clinical Operations
CHRISTUS Health

LYNX Revenue Management Solutions

Client Quotes

“We chose to work with LYNX because of their industry experience and high client retention rate”

Laura Calkins

Enterprise Director of Revenue Management
Presbyterian Healthcare Services

“Strong gross and net revenue growth... due to improved coding achieved through the implementation of LYNX E/Point...”

Andy Brothers

Senior Vice President of Finance & Chief Financial Officer
Humility of Mary Health Partners

“The E/Point implementation was one of the best supported IT installations our Health System has experienced. The LYNX implementation team received high acclaim from the HSHS Information Services staff for their technical expertise. Their team was exceptionally knowledgeable about the E/Point product and worked well with our coding, clinical and information services staff in integrating their application into our processes and systems. The work plan to implement our 13 hospitals in a demanding timeline was well executed and is exceeding expectations. The combination of application and information technology expertise was a winning one.”

Richard Walbert

Vice President of Finance
Hospital Sisters Health System

“Infusion services charge capture can be difficult. LYNX makes it easy, keeps our nurses compliant and allows them to do what they do best – Take care of the patient.”

Jim Davis, RN, MSN

Director Emergency Services
Carolina East Health System

“LYNX has made our Emergency Services Department a topic of discussion for revenue management. We've more than doubled the increase in our charge capture. We are ecstatic with the outcomes....”

Beverly Welch

Director of Emergency Services
St. Joseph Regional Health Center

“The LYNX solution provided a revenue increase of \$1.5 million in net collections. First, the methodology allows us to document care and provide charges, so we get credit for the services we provide. Second, we are compliant with CMS guidelines, and third, we are able to provide a number of educational sessions for staff on charge capture of the record and translate that into care levels for the ED.”

Rick Canning

Vice President and Chief Financial Officer
Stevens Hospital

About LYNX Medical Systems

LYNX Medical Systems, now part of Ingenix, provides software and services that help healthcare organizations obtain appropriate and defensible reimbursement for their services across the entire outpatient care spectrum. LYNX revenue management solutions reduce compliance risk and promote accurate and consistent charging practices. LYNX revenue management solutions currently help more than 1000 healthcare organizations manage more than 24 million patient encounters in the US annually.



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