

Profitability and Compliance

A TELCOR Outreach Information System® Application

TAKE CONTROL

- ✓ Know the monthly profitability of each outreach client
- ✓ Know sales production by region, territory and sales representative
- ✓ Know the profitability of your entire Laboratory Program
- ✓ Model expected business impacts of prospective clients
- ✓ Know which testing services contribute the most to your bottom line
- ✓ Know if a client is utilizing your services as projected
- ✓ Track and maintain your Provider Acknowledgements of profile compositions
- ✓ Produce professional Client Fee Schedules
- ✓ Track expected reimbursement and utilization by sales representative, financial class, laboratory department or even geographical region
- ✓ Easily determine clients using your services below expected levels

Profitability and Compliance allows you to monitor and manage overall profitability as well as the profitability of each client. This product includes functions to assist sales with their client management and compliance requirements. The Client QA functions allow Sales and Management to monitor client service usage on an exception basis to further enhance the value of this application.



PROFITABILITY AND COMPLIANCE

The Profitability and Compliance application provides you with ultimate outreach management support tools to make your business successful. Features include:

- Target clients under utilizing your services with the Profitability Exception QA report
- Compare expected vs. actual performance of your clients
- Provide your sales representatives with detailed territory and client utilization
- Utilize your department and procedure profitability analysis to model the impact of performing new testing at your laboratory
- Maintain compliance with online records of provider acknowledgements of profile contents
- Give your sales personnel the tools to effectively change client pricing by knowing the impact of the change and having customized Price Lists
- Make better pricing decisions by comparing proposed pricing with costs, fee schedules and other client pricing
- Give non-testing personnel easy access to frequently asked procedure questions with Procedure Inquiry
- Be compliant by producing Medicare Fee Schedules annually for all your clients
- Give your sales personnel up-to-the-minute contact and pricing information for each client with Location Inquiry
- Analyze the impact of business changes prior to performance - adjust volumes, pricing and patient mix and visualize the dollar impact to your business
- Integrate with the TELCOR Billing Information System to give a complete picture of your business
- Maximize data manipulation with data export to Microsoft® Excel
- Data capture for management analysis can be via LIS Interface, Microsoft Excel import, manually or from integration with other Outreach Information System applications
- Communicate easily with the management team with integrated e-mail and PDF attachments



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TELCOR, an employee owned company founded in 1995, is an industry leader in the laboratory point of care and outreach/reference lab markets, providing unparalleled software products and services and exceptional customer support. TELCOR's proven implementations are performed by clinically experienced, IT knowledgeable resources who understand each customer's unique environment.

