

FREE Mini-report!

Indigent Payer Sources: A Common Sense Approach

Successfully managing unreimbursed care for EMS patients is an increasingly complex task. Finding new strategies for obtaining reimbursement for uninsured patient accounts, known as self-pay accounts, is the hot topic of most every reimbursement seminar. Reverse engineering the problem, Black Ink Systems has developed a proven technology that helps EMS companies to identify the patient accounts which have billable medical benefits coverage available through government payer sources.

Once a provider has checked for commercial insurance and Medicaid/Medicare coverage, the remaining accounts are typically labeled as self-pay patients. After several attempts to collect payments have been unsuccessful, these remaining accounts are generally referred into collection activity.

As a result, both indigent patients and patients with no insurance end up “lumped together” in a single self-pay category. However, common sense says that indigent patients who don’t have the

financial means to pay the EMS provider, likewise can’t pay a managing debt collector. The emerging challenge for providers is identifying indigent accounts from the working poor (patients with some income but without health insurance).

A common sense approach says that an indigent patient would only qualify for public benefits programs if he does not have the means to pay medical expenses. Unfortunately, the majority of EMS providers are placing these same patients into collection buckets. As a result, providers are unsuccessful at obtaining reimbursements, and ultimately are forced to write off these unpaid charges.

Black Ink’s extensive experience shows that every EMS provider misses billable coverages that are available due to limited resources, limited staff, and unreliable access to payer sources. As a step before referring self-pay accounts to collections, Black Ink’s solution will find the government money available to reimburse the unpaid charges for EMS indigent care.

As an example, here are some 2011 Black Ink success stories of identified reimbursements for unpaid charges:

(Black Ink continues to protect the anonymity of our highly valued clients)

Louisiana EMS provider - \$22,288
 Texas EMS provider – \$25,214
 Oklahoma EMS provider – \$41,612
 West Virginia EMS provider – \$28,802
 Texas EMS provider – \$506,239
 Louisiana EMS provider – \$243,828
 Louisiana EMS provider – \$25,994
 Connecticut EMS provider – \$1,729
 Alabama EMS provider – \$7,589
 Washington EMS provider – \$23,432
 Massachusetts EMS provider – \$22,709
 Michigan EMS provider – \$49,185
 Kentucky EMS provider – \$36,655

When working the past 12 months bad debt, Black Ink has found money for *every* EMS provider we’ve partnered with. Without question, we can help find the missing reimbursements for your company, guaranteed, or our work doesn’t cost you a dime.

WHO IS BLACK INK?

Black Ink Systems is passionate about seeing providers reimbursed on every dollar that is available from government benefits programs. Black Ink has a 23-year history in healthcare revenue recovery that led us in developing our technology. Our proven system identifies missed reimbursements for unpaid EMS charges, before it’s too late to send in a claim. Our system provides perfect checks and balances for EMS billing efficiencies.

You’ve performed the services. You’ve done the work, but you haven’t been paid. Don’t write off another dime in bad debt before allowing Black Ink to identify your missed reimbursements. We guarantee to make it happen for you, or our work is free.

For more information,
 contact Black Ink Systems at
 877.645.6240 or visit
www.discoverblackink.com.



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