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## **PROVIDER ADVANTAGE AND CINCOM TEAM UP TO HELP HOSPITALS ELIMINATE FINANCIAL WASTE**

*Partnership to improve the patient registration experience and expedite the hospitals revenue cycle*

**Beaverton, Oregon – September 18, 2007**– Provider Advantage ([www.provider-advantage.com](http://www.provider-advantage.com)), a leading healthcare revenue cycle technology company providing real-time healthcare insurance verification services, and Cincom Systems ([www.cincom.com](http://www.cincom.com)), a worldwide software provider, are working together to help hospitals and other larger healthcare organizations better manage their finances by using their combined technologies to eliminate waste and error.

In an agreement reached in August, Provider Advantage and Cincom have joined together to market Revenue360™ ([www.revenue360.net](http://www.revenue360.net)), an intelligent data management software solution that integrates with a hospital's patient registration system, enabling the collection of accurate patient information at the point of registration. Using customized scripted questions based on individual hospital business rules, Revenue360™ intuitively guides registration staff through complex revenue cycle processes such as eligibility verification, demographic validation, payment assessment, Medicaid and charity care qualification, and pricing transparency.

*“There are many opportunities on the administrative level to help hospitals improve their operations while better serving their patients,” says Lois Cameron, Provider Advantage’s Director of Strategic Product Management. “Consumer-driven healthcare is here now and will be with us well into 2030. Hospitals must know at the point of service, the patient’s out of pocket obligation and their ability to pay. Through Revenue360, we will have the ability to validate patient demographic data, determine their financial health, qualify the patient for hospital-based charity programs, estimate patient out of pocket expenses based on the procedure performed for that day’s visit and establish payment plans. With this partnership, we now have the means to create services beyond verification to tackle these issues.”*

Revenue360 made its debut at the 2007 NAHAM Conference in Charlotte, N.C. while Provider Advantage and Cincom were still in the midst of contract negotiations.

“The market is ripe for this technology,” says Kari Kemper, Marketing Communications Manager for Provider Advantage. “Both organizations were operating on good faith to jointly develop and market Revenue360 during the contract negotiation phase. Our instinct was right, Revenue360 created more enthusiasm than expected at NAHAM and the product continued to cultivate significant attention during HFMA ANI, and MUSE International.”

*“Gathering important patient financial data into one solution enables providers to collect significant money up front, reduce bad debt and improve patient satisfaction. Extremely flexible, Revenue360 is centered around operator guidance, process enforcement and change, by prompting and guiding registrars throughout the entire registration experience,”* says John Mangan, Senior Strategic Product Manager, Cincom.

**For more information regarding Revenue360, visit [www.revenue360.net](http://www.revenue360.net)**

### **About Provider Advantage**

Since 1991, Provider Advantage NW, Inc. has been providing innovative products and services to access real time healthcare data. [Provider Advantage](#) develops, markets, installs, and supports electronic data interchange (EDI) technologies that allow organizations to obtain, utilize, and manage insurance data to generate operational efficiencies and improve cash flow.

For more information, contact Provider Advantage NW at (800) 203-5465, send an email to [info@provider-advantage.com](mailto:info@provider-advantage.com) or visit [www.provider-advantage.com](http://www.provider-advantage.com).

### **About Cincom Systems**

[Cincom](#) delivers and supports innovative [software](#) and [services](#) to simplify complex business processes. For nearly 40 years, we have empowered [thousands of clients worldwide](#) to outperform the competition by providing ways to [increase revenue](#), [control cost](#), [minimize risk](#), and [achieve rapid ROI](#).

For more information about Cincom's products and services, contact Cincom at 1-800-2CINCOM (USA only), send an e-mail to [info@cincom.com](mailto:info@cincom.com), or visit the company's website at [www.cincom.com](http://www.cincom.com).

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