

REVENUE MASTERS

2016

Partner Program

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About Revenue Masters

Revenue Masters is a Revenue Cycle Management company focused in combining reimbursement, predictive analytics, automated workflows and performance management to improve healthcare provider's revenue. Revenue Masters' team has decades of experience in managed care, commercial and government payer strategies, bringing a natural insight into the healthcare market dynamics.

A combination of expertise, efficiency, productivity, quality and accountability, while focusing on performance improvement and providing real-time Business Intelligence (BI) and Analytic reporting makes Revenue Masters the right choice for healthcare providers looking for help to manage and optimize their revenue stream.

RM Values

- *Results Oriented:* Our client's performance is our touchstone of success.
- *Compassion:* We value people and strongly believe that everyone is entitled to treatment that is dignified and loving.
- *Character:* We surround ourselves with individuals who possess an intense work ethic, high moral standards, a passion and commitment to improving healthcare and are recognized for their dependability and commitment to excellence.
- *Integrity:* We do what we say we will do. We hold ourselves accountable to the highest ethical standards, and we take responsibility for the outcomes we create.
- *Innovation:* We innovate better and faster solutions every day to drive the value and service to those we serve, — customers, associates and partners.

RM Mission

Revenue Masters empowers healthcare organizations to optimize revenue and improve their financial performance through high value affordable Revenue Cycle Software.

RM Vision

We aspire to serve our clients beyond expectation and be their trusted advisor and technology partner.

Revenue Masters Partner Program

***“We want to make it easy
for healthcare providers
to find a contract
management tool that is
easy to use and maintain,
understanding the need
to bump up all claims up
against their associated
contracts”***

In today's healthcare environment, constant changes are making healthcare providers look for innovative ways to elevate their revenue cycle management processes. Revenue Masters Partner Program was created with the purpose of making Revenue Cycle processes easier by offering RM Cloud Software technology through a simple referral process. If you consult or sell to Healthcare providers you have probably been encountering issues to help your clients improve their revenue. Through a partnership with Revenue Masters you can offer state-of-the-art powerful cloud based products that will solve more of your client's revenue cycle problems.

Our powerful, intellectually intuitive technology offerings assist healthcare providers in managing multiple payer contracts and reimbursement models. As reimbursements decline, healthcare providers look for more efficient and less costly ways to obtain the data they need to perform their business duties. Revenue Masters Partner Program enables partners to effectively compete and grow their business.

“ You can now offer a truly bundled seamless contract modeling and management solution”

Revenue Masters Offerings

RMReimbursement Accelerator™

RMReimbursement Accelerator™ ensures full and accurate payment on every claim through unmatched technology. RMReimbursement Accelerator™ has all the Contract Modeling, Claim and Reimbursement Management, Denial and Underpayments Management, Payer and Patient Collections, and Reimbursements at a more affordable price than other software solutions.

RMCloud Contract Management™ and Payment Variance Reporting

Cloud Contract Modeling™ and Payment Variance Reporting deliver expert remittance data analysis to identify and work denials and underpayments. It analyzes paid claims, line-by-line, and identifies payment variances compared to the most recent contractual rates for third-party and government payers. Revenue Masters' software alleviates its clients from the burdensome task of loading, managing and maintaining payer contracts for accuracy.

At Revenue Masters, our approach to contract management bundles a complete set of technology with business office services to offer the most comprehensive solution for our clients. Our cloud-based Contract Management software combines powerful features and functionality with a simple, easy to use interface that pre-calculates the expected reimbursement and compares that amount to the payment processed by the payer.

Payment Review and Recovery Services

Revenue Masters improves operations, allowing healthcare providers achieve optimal revenue cycle performance with a monthly summary that provides detailed analysis of payer activity, source reasons for underpayments and denials, and recommendations to stop future cash loss. With Payment Review and Recovery Services Revenue Masters provides detailed reports and helps collect down to the last dollar from each account. With the help of the RMReimbursement Accelerator™ partial and zero pay trends are identified and collected while integrating 837's and 835's. The additional payments collected are paid directly to healthcare providers and Revenue Masters collects a contingency of the revenue recovered.

RM “Beat the Payer”



Watch this fun video to learn more!

Contract Management: Key to Success

Contract Management is what makes a Revenue Cycle Management software great, since companies started implementing this tool they have been finding endless hours of work have been reduced. RMCloud Contract Management offers integrated, *hard-to-find* features, including a powerful claims valuation engine so that every claim is priced according to contract terms, for specific line items or at the claim level. RMCloud Contract Management takes into account carve-out items such as high-cost drugs, devices, ancillaries, as well as first and second day stop loss, MS-DRG/APR-DRG, APC and ALL complicated inpatient and outpatient contract rates. Our contract modeling calculators are custom designed to meet each client's needs.

Many Healthcare providers struggle to model every contract, some are still using spreadsheets to keep track of accounts. Revenue Masters software offers Contract Simulation for negotiating payer contracts. It has the ability to run a historical analysis report to see if the proposed changes are beneficial or detrimental to the client's bottom line.

While most contract management applications are still relatively static due to the fact they are not truly a cloud based SaaS, they offer limited pre-defined reporting. Revenue Masters is dynamic, it gives users the ability to create the reports desired to boost their ROI. Users also have the option to use offered standard reports or create custom reports from scratch, all within their browser. When the results are ready to share, they can be printed or downloaded into a PDF or Excel and easily sent as an email.

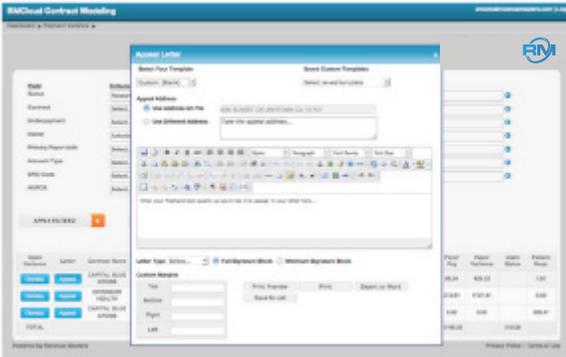
Revenue Masters strength is in its *easy-to-use* user interface. Data visualization helps people quickly spot trends and correlations in data sets of all kinds—including large, complex data. RMCloud Contract Management is the key to improve any healthcare organization's Revenue Cycle.

Why Partner with Revenue Masters?

Revenue Masters offers integrated services at 20% the cost of other software. There are five main reasons to consider partnering with Revenue Masters:

1. It is *powerful*, full-featured RCM software - a major player
2. Includes *Excellent* contract management and modeling - to simplify contract management
3. *Superior* denials management - one of the industry's best to find underpayments
4. The industry's most *modern* interface - dashboards to make your job easier
5. The price performance LEADER

Business Benefit of Revenue Masters



Easily appeal bulk or single claims
vs. the contracted allowable.

Some say Revenue Masters is too simple. We believe this is a good thing. Because our advanced features are easy to use, your customers can focus on the data—and the fun of asking questions and getting answers—rather on the software. This leads to success and greater customer satisfaction. Revenue Masters also offers some other benefits your client should always know about:

Easy to learn. There is no need to learn wizards or scripts—it just needs to be connect to each clients data or applications data and you can queries can be performed without writing a single line of code. It's that easy.

Total control. Revenue Masters can be embedded wherever you want—whether it's in a web page or thick client. It can be hosted or we can provide dedicated hosting on a secure HIPAA-compliant AWS (Amazon Web Services) virtual private cloud for each account. You can brand Revenue Masters payment variance dashboard to your company and provide SSO (single sign on) access through your application. Active Directory validation is also able to be instituted. You can program your app to essentially add contract management and provide a complete payment variance dashboard and underpayment business intelligence tool.

Bi-directional. Revenue Masters is not just a one-way business intelligence solution that pushes results down. Users can submit results back to any other permitted application for further action.

Technical Benefit of Revenue Masters Software

INTEGRATION

Unlike other solutions that require months to set up, Revenue Masters can be integrated almost immediately using our RESTFUL Web Services API over https or a fully custom connection if needed. It can be hosted in each clients' servers or on a separate AWS account.

Using the API, the client can send a claim to the Revenue Masters app server and it will calculate and return the claims allowable along with details of the calculation for auditing purposes. There is also an option that will allow bulk load of sets of EDI 837 Claims and Revenue Masters will calculate the allowables in batch and provide the results in either a .csv file or a get Allowables() web services call for a range of dates, payers, or other criteria.

Mapping data for each client's set-up can be done by the client or Revenue Masters via our custom 837 EDI mapping tool. No application developer or SQL database architect needed.

SECURITY

We take data security very seriously. We know you and your clients need to secure sensitive PHI data and meet HIPAA and HITECH compliance at the minimum regulatory requirements. This is particularly relevant in a multi-tenant environment that uses a shared database server for all of your clients. Revenue Masters robust, built-in security features are easy to manage and share

across clients, saving time and money on development, deployment and maintenance.

MULTI-TENANT

Revenue Masters' OEM architecture supports multi-tenancy—out of the box. Each customer can share the same resources; Revenue Masters multi-tenancy function partitions the server so that each user of the software can only access the data and visualizations they are allowed to see.

SINGLE SIGN ON

Revenue Masters supports single sign-on through SAML.

Regardless of the authentication method, Revenue Masters will always continue to manage data security, restricting users to only the data they are allowed to see.

DATA ACCESS

Revenue Masters can employ security at the row level. Row-level security restricts users from seeing certain rows based on their security profile. Row-level security is also known as data permission security or fine-grained access control. Users may still have access to a table without having access to all rows on that table. For example, if you have users that are assigned to only work with certain accounts based on facility, workflow status, payer, or other criteria, these users are restricted to only seeing claims that match that criteria.

Row-level security saves development and maintenance cost by allowing the creation of one report for the application that serves all of clients. Each client will only see the data in that report that they have been given permission to see.

TRAINING

At Revenue Masters, we take pride in the fact that our software is easy to use. We can train you to train the client or train them for you.

It has been our experience that our OEM customers learn most everything they need during the launch training. Even so, we have a Zendesk knowledgebase that provides training and answers.

SUPPORT

Technical support is included within the licensing fees. We support our partners through standard integration and implementation, and, although our partners offer support for their own end users, we are available to help with escalated issues.

Online Partner Portal Resource

As a complement to the Revenue Masters Partner program the team has developed a Partner Portal Resource. The main purpose of the portal is to provide the partners the ability to register themselves and their leads. In the Revenue Masters Partner Portal partners can find:

- Market information. Learn market trends to determine which verticals to target, what they prefer and more.
- Competitive Analysis. Review the latest matrix that shows how Revenue Masters products compare to the competition. Great resource if you're in a competitive bid.
- PDF Product Spec sheets. Download and print or e-mail to your client.
- Sales tools. Download professional sample ad, postcard or e-mail templates to jump start your own promotional campaign.
- White papers & case studies. Great when a client needs some technical convincing.
- Sales presentations. Download, personalize and present with professionally created PowerPoint presentations. You are ready to sell immediately.
- Demo Scripts. "Show this, Say this" demo scripts for all products showing you the most effective way to demonstrate the products.
- Brand leverage. Review branding guidelines, logo usage and leverage the Revenue Masters brand to enhance your image. Includes graphics library.
- Reseller forum. To answer any question about configuration, sales strategies or overcoming objections? In this area you can post your questions and view responses from resellers around the country.
- Personalized portal. View all your leads within the personalized portal. Soon, you will also be able to view your registered accounts and personal information within your personalized portal.

Benefits of the Partner Portal

Lead Generation & Sales Assistance

- Pre-qualified leads. Automatically receive qualified leads prioritized by your region, program level and certification level. Notification of leads are e-mailed with a link to your personalized Partner Program portal where they can be viewed and registered (“claimed”).
- Deal Registration. Register your major deals to obtain pre-sales volume discounts and special account exclusive sales and pre-sales tech support.
- Volume Discount. Back-end rebates available for achieving volume requirements.
- Reseller Locator. Reseller look-up, prioritized by program and certification level (higher qualified resellers listed first to reward commitment). Sorted by zip codes or map-based.
- Joint Promotions. Participate in joint regional promotions including promotional e-mails, ads, events, etc. Also includes direct phone line access and easy-to-use form to request MDF participation for proposed joint activities.

Effective Communications

- Monthly newsletter and periodic e-mails. This is not spam, but valuable information requested by our partners. Includes special announcements, applicable alliance deals, updated Q&A and sales tools.
- Partner program phone numbers. You can talk to the VP, Partner Program if you need to know anything about the Partner Program, have any problems or suggestions. In fact, you’re welcome to call right now at either of the numbers below.

Requirements

- Qualify as a VAR. Must qualify as a VAR with
 - a) Face-to-face selling
 - b) Provide 1st line post sale support
 - c) Have outbound sales reps
 - d) Sell complimentary products and have install/integration capabilities.
- Must register on Revenue Masters’s Partner website and complete the application.

In addition, the program has three levels of authorization to reward those Partners that demonstrate the highest level of commitment.

Conclusion

At Revenue Masters, we are passionate about what we do. We enjoy revenue cycle and the excitement of providing a revolutionary software service. We encourage you to apply online to become a Revenue Masters Partner or [contact us](#) to learn more. You can also visit our partner portal [here](#) and apply right away!



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