

Revenue Cycle Vendor Selection

Challenge: Organize the selection and replacement of a new billing service and revenue cycle system for small Ambulatory Surgery Center



Success Factors

Best Practice | Knowledge | Experience. Ballista's consultant applied her years of involvement in RFP processes to develop a right-sized approach for a smaller organization needing a new revenue cycle solution. Clients of this size can feel overwhelmed without guidance on how to accomplish this large of a change.

Approach

Led requirements gathering, identification & screening of candidate vendors, creation of RFP & scoring rubric, evaluation of responses & presentation of options to leadership to select best fit.

Outcomes

Ballista's consultant wore a change management hat through the transition to ensure success for vendor & client. Transition was completed successfully on time per client's needs.



14 Billing Vendors interviewed



Met client's firm, immovable implementation date **within budget**



Went above & beyond to manage the change including assistance during critical transition period