





## *Financing the Future of Healthcare Through Innovation and Lower Costs*

### **The Challenge**

For years healthcare providers have struggled with the increasing “cash squeeze” created as legitimate claim payment reimbursements are delayed for longer and longer periods of time. On a national level, claim payment delays now stretch out an average of 55 days, requiring service providers to spend more of their time and resources dealing with short-term cash flow issues.

Many healthcare providers recognize that a significant asset resides in their accounts receivable but this asset often requires a disproportionate amount of time, maintenance and support to manage effectively. Accounts receivable seldom achieves its real value when addressing short-term issues of cash flow. Banks typically do not readily embrace accounts receivable as a firm asset because they are difficult to value and the actual timing and amount of payments are often unpredictable. While some portion of the value of the receivables can be collateralized for business loans or lines of credit, the true value of the asset remains unrealized for use in creating cash flow.

### **The “FasPay” Solution**

The Warp7Software “*Faspay*” system optimizes the power of technology addressing underwriting concerns of financial institutions making medical claim receivables a tangible asset upon which to base financial lending decisions.. Claims will be “valued” by the system based on verifiable historical payment patterns (i.e. the actual rates paid previously by each payer for specific plan/procedures) to accurately quantify the amount expected to be received for the claim submitted. This amount would be discounted slightly and the balance, net of associated transaction fees, would be advanced to the practice within 48 hours in the form of an electronic deposit through the Automated Clearing House (“ACH”). Once payment is received from the payer, the system calculates interest on the advance for actual number of days outstanding, reimburses the amount advanced for the claim and the accumulated interest to the financial institution, and forwards the balance of any payment to the physician in the form of an electronic deposit through the ACH.

The *FasPay* system will electronically track all claim advance and payment activity, including all fees and interest, and will provide the physician practice and the lender(s) with detailed audit reporting to support the movement of all funds. *FasPay* will adjust ongoing advances to reflect positive or negative adjustments related to claim denials, payment errors or other rate related adjustments. There is no need to adjust payment schedules utilized by the payers. Participation in the program does not require health plans to alter their current payment processes or schedules.

### **A Complete Solution**

The flexibility of the Warp7Software “*FasPay*” program allows you to tailor the program to your individual needs, financing only the claim receivables and payers that you choose. Users will also have access to a proprietary “data warehouse” containing current and historical data and using the “*FasPay*” report writer for creating and publishing enhanced management reporting and analysis.

### **About Our Company**

For more than 20 years Warp7Software has been committed to finding innovative solutions to common problems, flawed processes and inefficient systems. Utilizing our data-driven software tool, complex technology-based solutions can be designed and created in a fraction of the time and cost required under more traditional approaches, with performance that is unmatched by software systems with more familiar names. In over 20 years of development and design in Fortune 500 technology environments, Warp7Software has repeatedly proven the power and flexibility available in its core software tool and has demonstrated its superiority in performance, generating an obtainable targeted return on investment in months (rather than years.)

The principles have over 60 years of collective experience in creating operational efficiency, process improvements, improved returns on invested capital and enhanced profitability. James Cardone is a former senior finance and operations executive with major banks and health plans in the Northeast. Wayne Moritz has received awards for architecting and re-engineering solutions to substantially lower the cost per customer in multiple financial, retail and healthcare corporations.

For more information, contact us at:

Warp7Software, LLC  
1.866.364.6448 (866.Doing IT)

**EXAMPLE**  
**Dr Jones Office.**

Patient Joe Smith comes in for an Office Visit and the Billing is \$125.00 to Blue Cross and Blue Shield Today July 1, 2006

The system would look up the value of the Office Visit Claim against the pay rates of Plan and Provider at BC/BS and estimates the payment to be \$72.47

Warp7 Charges a fee of 2.5% for the 1<sup>st</sup> 30 days of the outstanding claim and 1% for each 30 days thereafter.

The Advance Rate for Dr Jones is 80% or \$57.98, The Warp7 Fee for the Transaction including interest is 1.81 so on July 3<sup>rd</sup> an electronic Deposit of \$56.17 would be placed into Dr Jones Bank Account.

The Payment Comes in From BC/BS on July 31<sup>st</sup> and the Balance of \$12.30 would be deposited to close the transaction.

Reporting provided by Warp7 would allow you to look at your business and practice in multiple ways.

Our consulting expertise can help you change your business focus and in many cases generate a much bigger bottom line.

All Paid Claims will be delivered via reports and Spreadsheets