

Total Ancillary: Automate Obtaining Skin Substitute Insurance Coverage Information

By Dave Francolini

Total Ancillary is a technology-driven biologics services company passionate about making advanced wound care treatment modalities available to physicians by simplifying the product selection process and reducing back-office workload. Our industry-leading, value-added services seek to promote better clinical outcomes over traditional wound care, maximize patient coverage, reduce inherent insurance risks, and affirm consistent reimbursement.

THE ADVANTAGE:

- Enhance Patient Care
- Decrease Workload
- Reduce Costs
- Increase Revenue

Fully Automated Biologics Management

Total Ancillary provides a turn-key solution for practices interesting in starting or improving the management of skin substitute products so they can provide this modality to their patients.

The company has deep roots in biologics and constantly scours the marketplace for the highest-quality skin substitute products. Total Ancillary then combines this selection with their revolutionary software platform. The key features of the cloud-based platform are:

- Submit & View Benefit Verification
- Submit & View Orders
- Create Patient Cases
- Chat Functionality with Client Services
- Cloud Access to All Documents
- Fully Customizable to Your Practice

This software is enabling practitioners to streamline the process and provide more options to their patients. The key benefits to using this platform are:

- View Actionable Analytics
- Analyze Reimbursements Per Payor
- Real-time Dispositions on Patient Insurance Coverage
- Link Claims to Invoices
- Monitor Profitability of Claims

Total Ancillary's State of the Art software platform can significantly reduce back-office work and lower financial risk.

Challenges with Advanced Wound Care

Podiatry practices face several challenges to providing in-clinic treatment with advanced wound care products. To find several skin substitute product options, providers must consume inordinate amounts of time contacting several manufacturers. Additionally, many of these products are expensive and managing reimbursement can be challenging for the following reasons:

- Reimbursements Change Frequently
- Prior Authorization is Time-Consuming
- Billing Errors Can Delay Payment

Finding a Solution in Software

Total Ancillary's State of the Art software platform can significantly reduce back-office work and lower financial risk. Doctors who choose to revolutionize skin substitute management with this platform will be able to (1) have more covered product options to offer their patients, (2) treat more patients more confidently, and (3) promote superior clinical outcomes versus traditional wound care.

This is accomplished through Total Ancillary's proprietary software that matches products to each patient's covered insurance plan on an individual basis, across multiple manufacturers. You simply submit one prior authorization form and within 48-72 hours the TA platform supplies you a summary of each covered product detailing the primary and secondary coverage breakdown, cost to the provider, and expected reimbursement. This provides definitive, compiled data points on qualifying products, which allows you to consult with your patient and together make the best choice for an optimal clinical outcome.

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Helping You Help Patients Heal

There are numerous benefits to the Total Ancillary program-wide product selection and revolutionary software. Those benefits include having choice of multiple products from multiple manufacturers, decreased workload for your staff, knowing which payors will pay for which products at the individual patient level, protecting your cash flow with claims approval and invoice tracking tools, and keeping wound care patients in your practice.

There are additional benefits to the program. Learn more today by visiting www.TotalAncillary.com, calling Total Ancillary at 888-332-7985, or clicking here.