Aprima and Health Care Strategies Join Forces to Improve the Financial Health of Physicians

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DALLAS, Aug. 10, 2011 /PRNewswire/ -- Aprima Medical Software announced today the acquisition of Health Care Strategies (HCS), a leading provider of Revenue Cycle Management (RCM) services to physician offices throughout the U.S. HCS has consistently achieved significant gains in receivables collection rates and days sales outstanding (DSO) for their customers. HCS' customers enjoy, on average, a 20% improvement in DSOs vs. industry standards.

Aprima offers a fully integrated, single application, single database practice management/ EHR solution, as well as complete Revenue Cycle Management services. The no-template design is chief –complaint-driven with an adaptive learning capability based on the provider's style and habits. The intuitive knowledge base included suggests appropriate content based on the chief complaint and provider's documentation.

HCS has been instrumental in providing critical billing services to a number of Aprima clients over the past five years. Aprima's RCM offering, featuring HCS' service component, has demonstrated higher collections and improved financial performance for Aprima's customers. Covington Cardiology in Louisiana saw a greater than 200% increase in collections with the service. "Choosing AprimaRCM is the best decision we ever made," says Stacy Perez, practice manager. "Every month, our collections just go up and up."

Aprima CEO Michael Nissenbaum said, "HCS has been an important strategic partner to us. Margaret White and her team bring tremendous expertise in billing for physician practices of all sizes and a wide range of specialties, as well as remarkable skill in customer service. The acquisition is a natural extension of our long-term partnership. We believe that by formally combining our offerings, we will be able to leverage our technical expertise and provide an enhanced business solution to our customers. We're very excited to have HCS officially become part of the Aprima organizati
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