

HIGHPOINT MEDICAL INC

YOUR PRACTICE - OUR PASSION



Located in beautiful Coeur d'Alene Idaho, HighPoint Medical provides technology solutions and professional services specific to the medical field. Our team specializes in four key areas that are crucial to the longevity and success of any practice:

- **Practice Management & Billing**
- **Software Implementation & Training**
- **IT Support & Hosting**
- **Medical Practice & Hospital Consulting**

Because of the loyalty of our provider clients and their quality referrals the footprint of our company has expanded regionally. Our clientele ranges from single and multiple provider clinics to surgical teams and hospitals.

1 Practice Management & Billing

Whether an ongoing practice or a new startup, practice management & billing are essential components to a clinic's long term achievement. Outsourcing many of the accounts receivable functions not only increases efficiency and safeguards against fraudulent activities among staff, but it also eases the stress load that is typically carried by the provider and their team. All of this translates to a significant improvement in practice revenue.

With HighPoint's cross-department system of checks and balances, our clients can rest assured that every penny is accounted for and applied appropriately.

Our experienced team works diligently to make sure your medical claims get paid as quickly as possible. By sending claims to our clearing-house within 48 hours of receipt, HighPoint ensures that the cycle of your collections gets off to a quick start. The daily batching of claims also offers our providers a more linear and consistent cash flow.



Time is Money...Less Delays & Faster Payments!

Let HighPoint take over your collections so you don't have to worry about:

- Expensive employee turnover and training
- The hassle of finding temps to cover for absent staff
- Billing accuracy and optimization
- Falling behind with denials and appeals
- Rising AVR and patient balances
- Inefficiencies that lead to inadequate cash flow

1

HighPoint's Billing Service:

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|---------------------------|--------------------------------|
| • Certified Coders/Coding | • Payment Posting |
| • Provider Credentialing | • Claim Tracking & Follow Up |
| • Fee Schedule Analysis | • Patient Billing & Statements |
| • Insurance Contracting | • Setting Up Payments Plans |
| • Fee Ticket Review | • Appeals & Denials |
| • Patient Demographics | • Refunds |
| • Charge Entry | • Deposits |
| • Collections | • Month End Reporting |

2 Software Implementation & Training

At HighPoint we know that acquiring and implementing a new software solution is one of the most important decisions you will ever make for your practice. It's a decision that will affect your patients, your staff, your fellow providers, and even your profitability. In our experience we have also observed that choosing the right software is only part of the process. Something that is just as critical, yet a detail that many overlook, is the post-implementation support that follows.

Your practice can be assured that our HighPoint team will provide you with hands-on training, individual attention and, if necessary, on-site customized support to suit your specific needs. Our primary goal is to make sure that you are equipped with the tools and knowledge that you need to be efficient, effective, and ultimately successful.

HighPoint Medical has provided software implementation and training services for some of the region's most successful medical practices and hospitals



2

HighPoint's Software Features:

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|---|-------------------------------|
| • Increased Revenue and Faster A/R Cycles | • Reduced Supply Expenses |
| • More Efficient Access to Information | • Reduced Insurance Premiums |
| • Improved Administration and Clinical Cost | • Allows for Patient Trending |
| • Reduced Patient Call Backs | • Reallocation of Space |
| • Improved Insurance Rates | • CCHIT Certification |
| | • Meaningful Use Compliant |

3 IT Support & Hosting

Every medical practice deserves the edge that IT (Information Technology) can deliver. From core patient record-keeping and billing to business applications and more, your technology assets are as critical to success as your best staff and your finest facility. To deliver the best value for your investment, HighPoint Medical has partnered with a carrier-class, carrier-neutral data center. Our data center partner empowers our medical providers and clients with mission critical connectivity, availability, security and reliability within an infrastructure that was designed from the ground floor to deliver unequivocal uptime. Our end-to-end ability to operate, transfer, vault, secure and recover your data in time of need is second to none.

HighPoint's Data Center Partner

Advanced Fire Detection & Suppression
Temperature Controlled Environment
Redundant and Diverse UPS Systems
Multiple On-Site Diesel Generators
Unparalleled Fiber Infrastructure
Multiple Authentication Zones
Outside 1,000 Year Flood Plain
Closed-Circuit Surveillance
Zone 4 Earthquake Rated
Raised Anti-static Floors
Electronic Key Entry
SSAE 16 Compliant
Biometric Scan



4 Medical Practice & Hospital Consulting

HighPoint's staff is well versed and possesses over 100 years of combined experience in the medical field. With knowledge that includes a broad range of specialties, the team is able to address critical elements and implement important techniques needed to energize practices and organizations.

As healthcare undergoes a time of comprehensive and extraordinary change, physician practices and hospitals are developing systems which will allow them to prepare for sustained success...regardless of what the future holds. HighPoint Medical provides unmatched consistency and accountability from a single point of contact supported by a team of specialists. Our health care consultants are dedicated to helping physicians, practice managers and healthcare executives achieve critical objectives. In every case, we offer realistic recommendations based on proven disciplines.

***Leadership, Vision,
Clarity...Taking your
Practice to the Next Level***

3

HighPoint's IT Team Delivers:

- Comprehensive Data Center Experience
- Custom Solutions
- End to End Application Support
- Cloud/Web Based Solutions
- 24 hour Client Support
- Networking
- Security
- Backups/Archiving
- Hardware Analysis/New Installation
- Software Implementation
- Problem Remediation
- Disaster Recovery/Business Continuity
- National Resources, Local Service

4

HighPoint's Areas of Expertise:

- Growth Strategies
- Financial Management
- Billing & Collection Systems
- Strategic Planning
- New Practice Startups
- Clinical Work-flow Analysis
- Procedure Pricing
- Networking & Connectivity
- Clinical Informatics
- Performance Optimization

At HighPoint Medical we shape our customer service and technology solutions specifically to meet and engage your individual practice needs. You won't have to give up personalized attention or individuality to benefit from scalability and efficiency. Our HighPoint team is excited to become an extension of your staff and your operations as we empower you to do what you do best...patient care.

Feel free to contact us. We look forward to meeting you!



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