



CASE STUDY

Denials Management

Quick implementation and specialized denials expertise unlocks revenue



\$2.5M+

in overturned denials in 11 months

45 Days

from kickoff to go-live

94%

of appealed denials overturned within 30 days

RESULT

Seamless Go-live:

- Launched in 45 days with minimal IT demand and no disruption to operations

Revenue Recovered:

- Overturned 94% of complex clinical denials within 30 days, recovering \$2.5M+ over 11 months

Cleanup Review Success:

- Recovered \$632K of the \$2.5M total from a one-time review of unpaid claims

Upstream Insights:

- Denial insights helped CDI and UM teams target root causes of future denials

CHALLENGE

Denials Draining Revenue:

- Rising denials were eroding revenue, and the health system needed a partner who could launch quickly without adding strain on staff

Stretched IT Resources:

- Hospital IT was already managing multiple vendor integrations, with little capacity left for another implementation

Complex Clinical Appeals:

- Complex clinical denials exceeded the in-house team's appeals expertise and capacity

SOLUTION

Aspirion paired specialized denials expertise with AI to recover revenue quickly while keeping the lift on hospital IT light.

Guided Implementation:

- Aspirion led onboarding and implementation with rapid turnaround, adding no new systems for the team to learn

Expert-Driven AI Appeals:

- Aspirion's denials specialists used proprietary AI to build precise appeals backed by cited clinical evidence

Insights to Act On:

- Aspirion shared denial trends and documentation gaps by payer and denial reason for CDI and UM teams to act on



LEARN MORE

"Aspirion's implementation team is responsive, easy to partner with, and works seamlessly across our organization. Their use of AI and the results they've delivered in denials management impressed us so much that we've expanded our partnership to include out-of-network recovery and zero-balance review."

System Director of Revenue Cycle, Aspirion Denials Management Client
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About The Provider

A leading not-for-profit health system in the South serving its community for over a century, with three hospitals and specialty care spanning trauma, cardiology, and cancer care.



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