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Medical Billing Outsourcing - How to Make It Successful? by [Tanya Gill](#)

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If you are a medical practice that has chosen to outsource medical billing and coding functions, it is essential that you need to follow certain guidelines that will make outsourcing a success for you.

â€¢ Choosing the right medical billing company to outsource: The success of your outsourcing venture depends upon on the service provider that you have chosen. So, be specific with your requirements while choosing the company to outsource. Choose a medical billing company that has in-depth knowledge, good experience in the field and proven track of performance.

â€¢ Deciding the deliverables: After you have chosen a good medical billing company for outsourcing, the next important step is to decide the deliverables that you require/expect from your service provider, discuss the vital factors that determine the performance like turn-around-time, accuracy percentage and level of support that the medical billing company can provide you. Keep it clear in the agreement.

â€¢ Monitoring performance: Make sure that the medical billing company provides consistent performance. Analyze the monthly performance reports to review performance and find the areas of improvement. Maintain proper records for performance and ensure that the performance related issues are addressed immediately.

â€¢ Organized communications: Establish streamlined communications with your service provider. It is good to have a dedicated representative for your practice who can handle issues related to medical billing outsourcing, co-ordinate with the service provider and be a bridge between your practice and the service provider. A weekly update on the status can be useful in order to have a check if everything is on right track.

â€¢ Mutual assistance: Co-operate with your billing company whenever they need your assistance. With your help, the billing company will be able to perform better and with more ease. Share the industry updates with them for enhanced operations. Meet the representatives of your service provider once a year or two for a detailed meeting on performance/ issues or challenges to be faced.

Following these suggestions would make your outsourcing venture more successful and help you reap maximum reimbursements from outsourcing medical billing

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[Tanya Gill](#) - About Author:

Tanya Gill is the Public Relations Manager for ecare India based in Chennai, India. She has wide knowledge and experience in the medical industry. ecare India is a leading a [medical billing](#) company offering end-end medical billing, a [charge entry](#), physicians billing services and is backed by extensive domain expertise, latest technology and dynamic compliance norms. ecare is HIPAA compliant and is the first Indian medical billing company to get ISO 27001: 2005 certified for information security management. ecare is also ISO 9001:2008 certified for quality management. By

providing outsourced medical billing services, ecare makes it feasible.

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