

DRIVING GROWTH THROUGH PARTNERSHIP:

How Hospital Pathology Associates Increased Charges and Payments



+



HOSPITAL
PATHOLOGY
ASSOCIATES

PRACTICE DETAILS:

HPA is the largest private pathology practice in Minnesota.

- **Number of Pathologists:** 38+
- **Clinical Systems:** EPIC, NextGen
- **LIMS Systems:** Beaker, CMG AP Easy
- **Practice Management Org:** Healthcare Business Consultants

GROWTH HIGHLIGHTS:

Charges: +45%

Bank Deposits: +29%

CHALLENGES

Hospital Pathology Associates (HPA) turned to Health Prime after experiencing erratic cash flows and unexplained revenue leakage. Prior to engaging Health Prime, HPA could not identify and diagnose variables affecting its revenue cycle performance, driving it to seek a new revenue cycle partner.

HPA wasn't just looking to understand and react to forces influencing its revenue cycle. They were looking for a strategic billing partner that aligned both professionally and culturally to support operational excellence across multiple providers and laboratory subspecialties.

SOLUTIONS

HPA selected Health Prime, a revenue cycle partner to integrate with its practice management organization, collaborate with its own leadership team, leverage automation, and implement technology-enabled revenue cycle solutions to create a data-driven revenue cycle strategy.

Health Prime implemented targeted operational changes, including building electronic interfaces, implementing technology-driven data transfer, and deploying advanced analytics to improve visibility. Key initiatives included:

ACCESSION TRACKING

Implemented accession tracking to ensure every case was accounted for and billed, strengthening revenue capture and compliance through enhanced clinical documentation.

ELECTRONIC INTERFACES FOR DATA TRANSFER

Built customized electronic interfaces to automate demographic, clinical, and billing data transfer and flow, eliminating manual entry, accelerating claims submission, and increasing clean claim rates.

ELECTRONIC CODING TOOLS

Introduced technology-enabled coding tools to improve accuracy and consistency, support proper CPT assignments, minimize missed charges, and improve staffing efficiency.

USE OF THIRD-PARTY AUDITS

Partnered with HBC to conduct independent revenue cycle audits and develop data driven revenue cycle strategies, establishing KPI driven revenue cycle management.



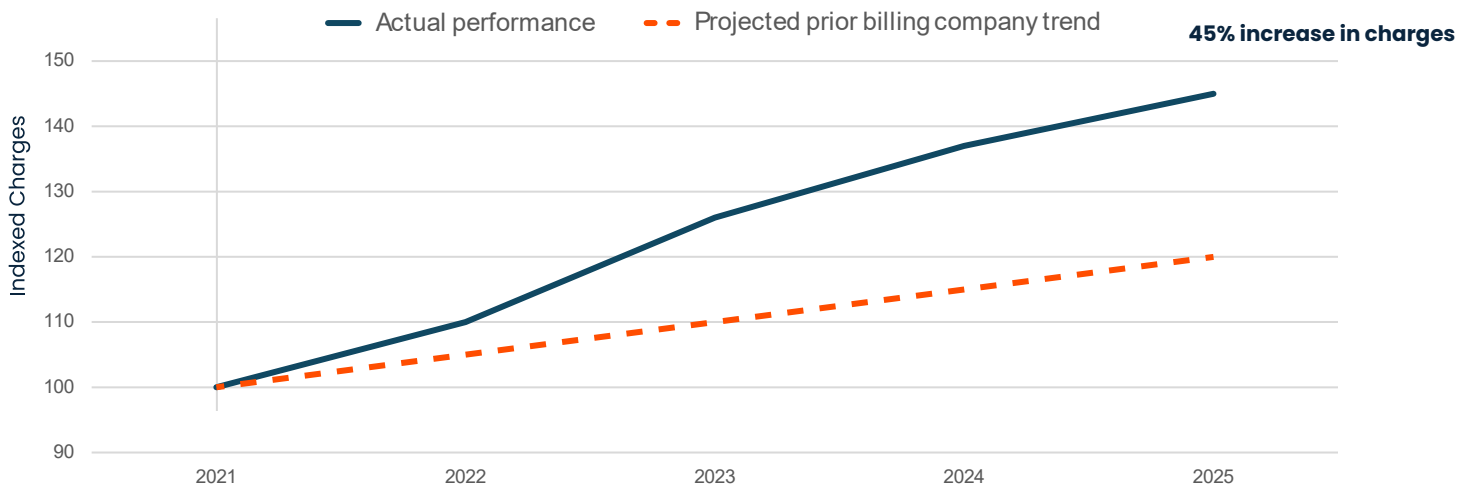
The relationship we have created with Health Prime allowed us to successfully implement changes in how we operate our revenue cycle, eliminating revenue leakage, decreasing denial rates, and increasing first pass yields to over 92%.

Bruce Kline, Practice Administrator

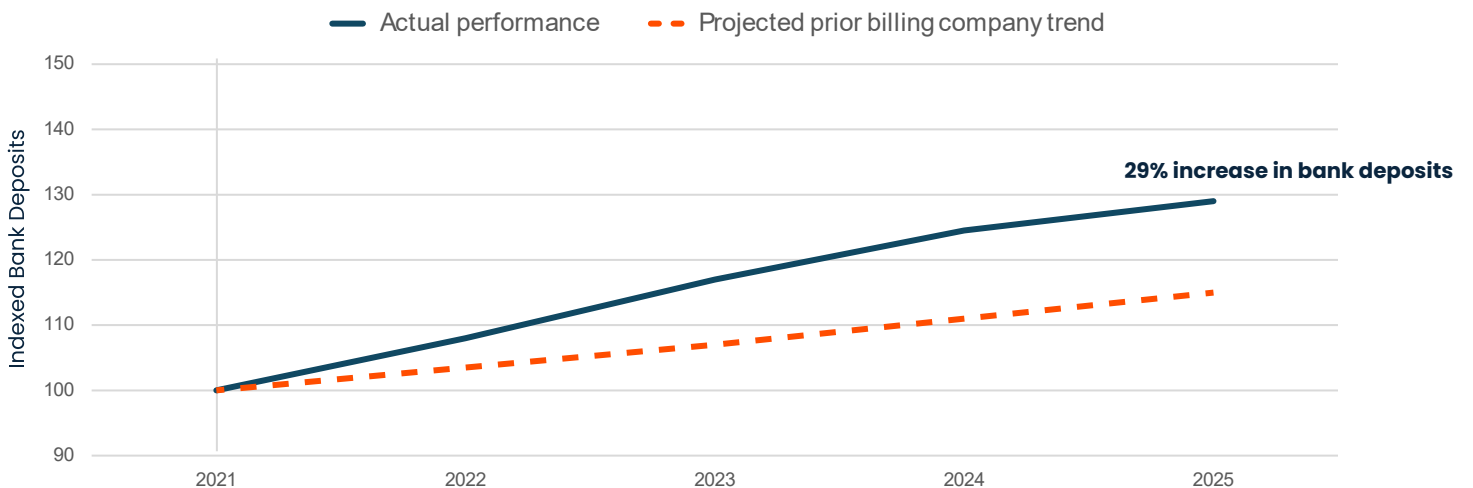
RESULTS

Over four years of partnership, HPA delivered sustained financial growth, increasing charges by 45% and bank deposits by 29%. Most recently in 2025, the organization trended above industry growth in both charges and payments over the previous year. Together, HPA and Health Prime have built a revenue cycle foundation that continues to drive predictable growth, transparency, and operational confidence year after year.

Illustrative Indexed Charges Trend (2021 = 100)



Illustrative Indexed Bank Deposits Trend (2021 = 100)



*Indexed for illustrative purposes only.
Values reflect charge dollars and cash collection dollars relative to 2021.*

Health Prime is a leading provider of revenue cycle management solutions for pathology groups. Learn how we can help your practice improve operational efficiency and financial performance at hpiinc.com/pathology.