



Argano and Oracle Solution for Healthcare Implant Billing

Automate and optimize your implant billing processes to drive more revenue



Implants represent 15-25% of surgical costs and often exceed \$100M annually in mid-to-large health systems. Industry studies show implant-related claims have denial rates of up to 20% when documentation and charge capture are incomplete. A mature, well-controlled revenue cycle process around implants reduces denials, accelerates cash flow, and protects tens of millions in annual revenue-while strengthening compliance and transparency for payers, regulators, and patients.

Implant Billing Solution

The Argano and Oracle solution for implant billing, helps in one of the most complex and high-dollar areas in a hospital's revenue cycle, leading to improvements in the following areas:



Financial Integrity

Implants represent a significant portion of surgical costs. Accurate billing ensures hospitals are reimbursed appropriately and reduces revenue leakage.



Regulatory Compliance

Strict payer and regulatory requirements exist around device tracking, coding, and documentation. A mature process minimizes compliance risk, audits, and penalties.



Operational Efficiency

Streamlined workflows reduce manual errors, delays, and rework between clinical, supply chain, and finance teams. This improves team productivity and accelerates cash flow.



Data Transparency

Accurate capture and reporting of implant usage improves visibility into cost of care, supports value-based care models, and strengthens contract negotiations with payers and vendors.



Patient Trust

Billing accuracy reduces surprise bills and disputes, improving the patient financial experience and preserving the health system's reputation.

Benefits:

- Improve financial integrity
- Ensure regulatory compliance
- Enhance operational efficiency
- Increase data transparency
- Strengthen patient trust

Trusted expertise from Argano:

- Extensive industry experience and best practices
- 25+ years of Oracle partnership

7 Steps to Modernized Implant Billing: From Procedure to Payment

Through the point of view of a Director of Surgical Services or equivalent role...

The process below details how an implant moves from the operating room to a successfully closed payment loop. It replaces manual effort and disconnected systems with intelligent automation, allowing your clinical teams to focus on what they do best: patient care.

1. Setting up for accuracy from the start

The moment an implant is used, a “digital handshake” automatically matches the device record with financial and patient data. This immediate, automated check ensures all information is aligned from the start, preventing data conflicts that delay reimbursement.

2. Creating a single, intelligent record

All documentation is automatically gathered into a secure, central hub. Advanced technology then reads these documents and intelligently extracts critical billing details like serial numbers and pricing, reducing administrative burden and eliminating manual data entry errors.

3. Automating the financial first steps

Verified information automatically generates an accurate invoice, eliminating the manual invoice entry bottleneck. This automation initiates the billing process instantly and without error, accelerating the entire revenue cycle.

4. Linking clinical and financial worlds

The operative report is automatically retrieved from the EMR, seamlessly linking the clinical record to the financial transaction. The invoice becomes part of a complete evidence package, ready for submission.

5. Closing the loop on procurement

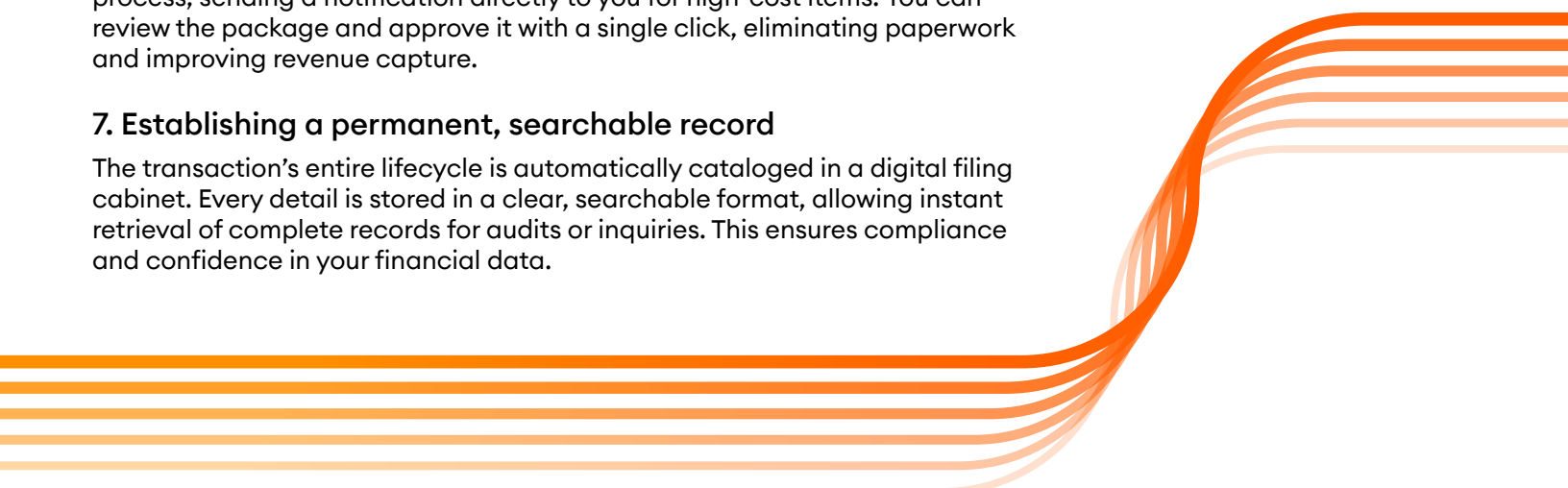
The inventory requisition is created, accounting for the implant in your supply chain. This closes the loop between clinical use and inventory, ensuring stock is replenished and every implant is billed for without extra administrative steps.

6. Streamlining workflows for effortless approvals

Documents are bundled into a digital file and start an intelligent workflow process, sending a notification directly to you for high-cost items. You can review the package and approve it with a single click, eliminating paperwork and improving revenue capture.

7. Establishing a permanent, searchable record

The transaction’s entire lifecycle is automatically cataloged in a digital filing cabinet. Every detail is stored in a clear, searchable format, allowing instant retrieval of complete records for audits or inquiries. This ensures compliance and confidence in your financial data.



Client Success: Hospital Clears \$4M Claims Backlog Through Automation

Challenge:

Missing out on multi-million-dollar overdue claims

A large hospital faced significant financial losses due to missed multi-million-dollar claims for high-value implants. The root cause was the lack of integration between their Electronic Medical Records (EMR), Enterprise Resource Planning (ERP), and revenue management systems, leading to a cumbersome manual process that hindered their revenue cycle.

Strategy:

Oracle ERP, cloud integration, and machine learning to automate processes

The hospital used Oracle ERP, integration cloud, and machine learning to automate their claims process. This involved implementing fuzzy search to match patient data with purchase orders and invoices and developing a machine learning model to extract and match relevant data with claims.

Results:

\$4M collection backlog cleared within weeks and automated for future transactions

The implementation achieved remarkable results: a \$4M backlog was cleared within weeks, and the process was automated. A two-phase approach was used, first introducing a user-friendly global search tool to reduce the backlog, then implementing full process automation to prevent future backlogs, streamlining the hospital's revenue cycle and enhancing financial health.

Contact us at oracle@argano.com to learn more about how we can help automate and optimize your implant billing processes to drive more revenue.