

# The Real Cost of “Lower-Cost” RCM Services

With revenue cycle management, you don't save money by paying less, you save money by collecting more. When performance drops, the hidden costs show up as aging A/R, slower payments, and shrinking cash flow.

These three dermatology practices experienced the same pattern after switching from Ezderm's RCM service to a cheaper vendor, and the numbers tell the story.



## How We Measure RCM Performance

A billing company's performance comes down to a few essential metrics, and these are the ones that matter:



### A/R Over 120 Days

Old, high-risk balances. The higher this number climbs, the more revenue a practice likely loses for good.

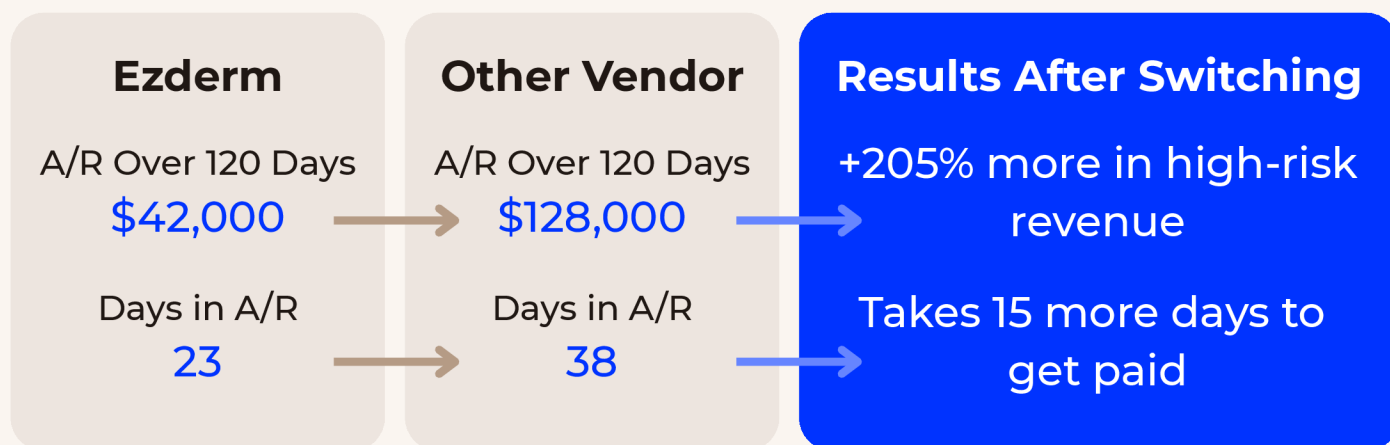


### Days in A/R

How long it takes to get paid. The lower the number, the stronger the cash flow with fewer operational bottlenecks.

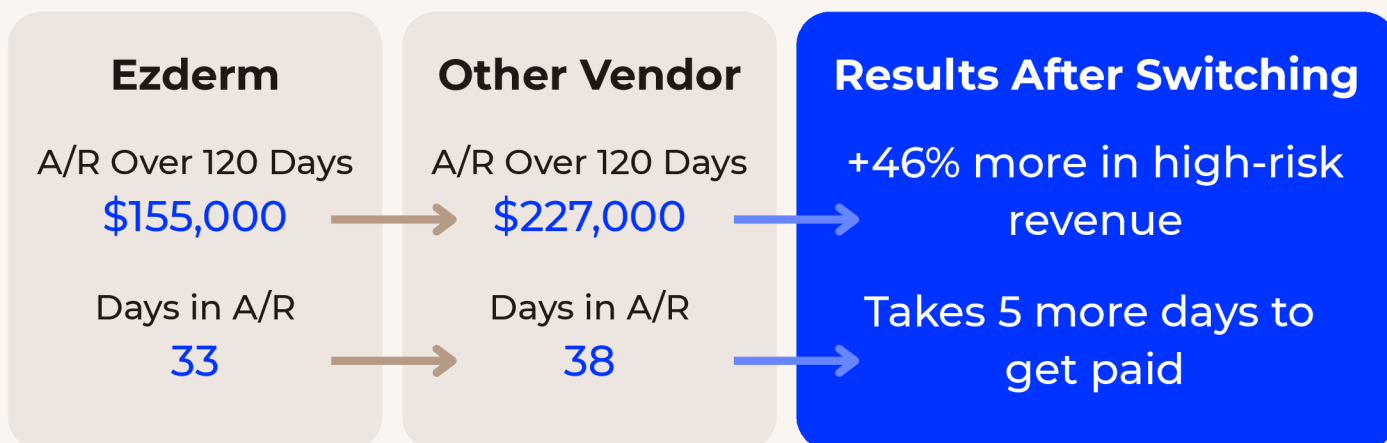
## Practice A: Collections Collapse After Switching Vendors

Over the 1.5 years since switching from Ezderm's RCM to a lower cost vendor, Practice A saw their high-risk A/R triple and cash slow by nearly two weeks, showing classic signs of weak oversight and slower, reactive billing.



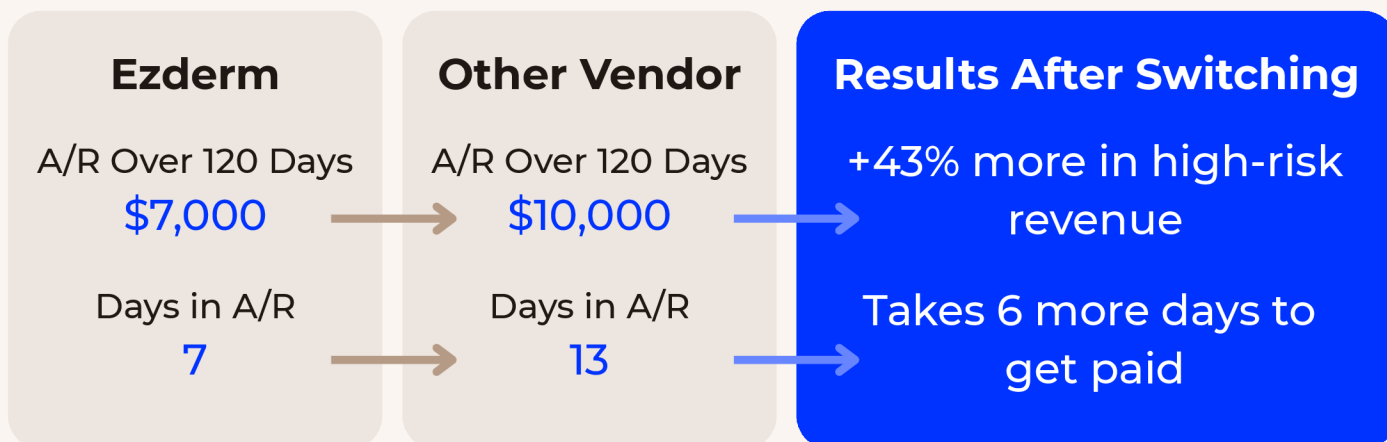
## Practice B: \$70k in A/R Added in Only 8 Months

In only 8 months since switching from Ezderm's RCM to a lower cost vendor, Practice B's high-risk A/R ballooned by more than \$70K, with a four-day increase in payment time that can stretch daily operations, staff workload, and liquidity.



## Practice C: Payment Cycle Doubles in Five Months

Practice C's payment cycle doubled in less than six months after switching from Ezderm's RCM service to a lower cost vendor. Whatever they saved in fees disappeared immediately in slower collections.



## Why These Practices Declined & What Cheaper Vendors Can't Deliver



### Proactive Oversight, Not Passive Billing

Ezderm's Revenue Cycle Management team monitors every practice's key performance indicators daily. When something looks off, we step in before it turns into lost revenue. Lower-cost vendors typically react after the damage is done.



## Certified Dermatology Billers & Coders

We use dermatology-trained experts, not generalists. These specialty-specific RCM billers and coders are also experts on the Ezderm platform, which prevents coding errors, protects against audit risk, and keeps claims clean on the first submission.



## No-Cost Patient Statements

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## Integrated EHR + PM + RCM + Payments = Fewer Gaps

Ezderm isn't stitched together. Data flows cleanly from visit to claim to payment. That's why practices on Ezderm routinely see Days in A/R far below industry benchmarks. Practice C's 7 days in A/R with Ezderm is a perfect example of how well the system performs when everything works together.

## Lower RCM Fees Aren't Savings, They're A Risk

The practices that switched from Ezderm RCM to a lower cost vendor all saw the same outcome:

- More money aging into uncollectible buckets
- Heavier administrative load
- Slower payments
- No meaningful cost savings

Ezderm's combination of specialty expertise, active oversight, and deep integration protects cash flow and revenue integrity in a way low-cost vendors simply can't replicate.



**Your revenue deserves better.**

Connect with us and see how Ezderm's RCM service keeps your A/R moving.

**Schedule a 1:1 with a rep**