

OVER 100 CAMPUSES
ALREADY UNDERSTAND WHY
WE'RE SO SUCCESSFUL.
AS THE ONLY COMPANY FOCUSED
IN CAMPUS HEALTH,
WE MAKE IT POSSIBLE FOR HEALTH CENTERS
AND ATHLETIC DEPARTMENTS TO BILL
INSURANCE COMPANIES AS IN-NETWORK
PROVIDERS. THAT MEANS SAVING
STUDENTS MONEY WHILE CREATING
EXTRA REVENUE FOR SERVICES
YOU ALREADY PROVIDE.
USING OUR CUTTING EDGE SOFTWARE,
YOU CAN ELIMINATE INEFFICIENCIES
AND UNWANTED COSTS.



HOW DO I LEARN MORE?

Call us today at 1.800.555.9073 to talk to a representative who can explain further how we can help your department.

5050 Spring Valley Rd.
Dallas Texas 75244-3909
1.800.555.9073
info@vivature.com
www.vivaturehealth.com



Welcome to the
NEXT ERA...

Redefining
Campus Health

FREQUENTLY ASKED QUESTIONS

HEALTH CENTERS

Q: How does the Affordable Care Act affect college health?

A: The Affordable Care Act includes multiple sections affecting the services at campus health centers. Vivature's full turnkey service capabilities make us well positioned to address ACA's effects on campus health. Below are the two primary elements of ACA affecting campus health billing.

- All private health insurance that offers dependent coverage must allow parents to cover their children until age 26.
- Required coverage for preventative health services, including women's health and immunizations. If you are in-network, your students will not be responsible for any cost sharing (e.g., co-payments or deductibles), and you can expect reimbursement for some of the core services you provide.

Q: Our health center is currently experiencing some financial constraints; how can we pay for Vivature's solution?

A: The short answer is that you don't pay us a cent. We receive our revenue through a negotiated percentage of what we collect from insurance companies on your behalf.

Q: Some students are uninsured, or under-insured. Will the health center have to turn them away if we went to a billing model?

A: Absolutely not. Vivature has processes to address uninsured students. In fact, current Vivature partners have found insurance billing as an opportunity to educate uninsured students about insurance.

ATHLETIC DEPARTMENTS

Q: How do you get better discounts than our current TPA or special deals?

A: We use national commercial discount networks, which are the same networks we use for our commercial insurance clients. Due to our high volume of claims, we are granted access to these discount networks. We do not have to negotiate with your providers, as they already have contracts with these discount networks. For you, this simply means we enroll your athletes in the best network in your area and you pay less.

Q: Can the history in our current Injury Tracking software be transferred into your platform?

A: YES. No matter what software you are currently running, our Oracle based system can transfer your current and historical data into ours and make you 2014 compliant.

Q: Do we have to sign up for all these services?

A: No. All of our services are a la carte. This way you can build the service model that is right for your program.

Q: What is involved with getting this process started?

A: Once we have a signed contract, we simply ask that you provide us with some basic census information on your students as well as some basic information about your school. We then do all the set up for you.

HEALTH CENTERS

VIVATURE CAN ADD INCREMENTAL REVENUE TO YOUR BUDGET AND SAVE STUDENTS MONEY by billing a student's private health insurance on your behalf. We make it possible for you to not only bill insurance companies, but also to do so as in-network providers. This sustainable funding source is provided at no cost to you or your students. In addition, our comprehensive software solution provides our **student portal, practice management system and electronic medical records**. Should you want to keep your current software, we will provide the interface at no charge.

BILLING SERVICES PROVIDED

- Credential your providers with insurers
- Complete all paperwork
- Teach you how to code
- Check compliance and provide ongoing coding education
- Make you more efficient so you don't have to add staff
- Walk you through implementation
- Tailor services to meet your unique needs
- Function solely as your insurance billing arm (we are not taking over your health center)
- Develop and execute marketing and communication plans to students and parents



A current example of revenue collected from different size schools both public and private.

	Large Public	Small Public	Large Private	Small Private
Student Population	58,400	10,300	12,570	4,035
Billable Claims	19,400	2,540	12,700	1,860
Gross Collections	\$933,880	\$117,700	\$407,700	\$82,800

ATHLETIC DEPARTMENTS

VIVATURE USES ORACLE-BASED TECHNOLOGY TO BE YOUR ONE STOP SHOP FOR SPORTS MEDICINE MANAGEMENT. Using our Oracle-based technology we can provide solutions for billing, claims discounting, verification of insurance and NEXIT, our injury tracking software.

BILLING

- Get reimbursed for all the medical services performed in your training room right now
- Enter information into our SAS 70, HIPAA compliant injury management system without changing your daily routine
- Turn those records into dollars



CLAIMS DISCOUNTING

- Save money by performing re-pricing services on your medical claims
- Reduce your uninsured/out-of-network/denied claims by running them through our commercial PPO (Preferred Provider Organization) network
- Reduce costs by 40%-70%

Sample of claims discounting for three different types of schools.

	NCAA Div I BCS	NCAA DI FCS	NJCAA
Total Claims	\$719,598	\$135,681	\$176,413
Uninsured Claims	\$247,843	\$132,126	\$96,673
Savings	\$124,918	\$93,359	\$46,225
Savings %	46%	70%	48%

All savings represent savings above current discounts

VERIFICATION OF INSURANCE

- Verify insurance for all student athletes
- Access coverage information i.e., deductible levels, coinsurance, co-pay information, expiration dates, etc.
- Schedule up-to-date information on student athlete insurance coverage to run at different times



- Real time interface with your orthopedic/team doctors' EMR
- Web-based injury management system
- iPad enabled software (1 free iPad with every purchase)
- Virtual file cabinet
- Medical evaluations
- Referral forms
- Doctor notes
- Online medical history documents
- Student-Athlete portal for input of information
- Auto-generated reporting
- Auto-fill of all documents with electronic signature
- Allergy warnings
- System can text and email reminders to athletes, parents and coaches
- Store and perform all repetitive training online
- Play status management with auto alert
- E-signature for all documents
- Kiosk system for self serve treatments such as ice, etc.
- Capable of performing voice dictation
- Allow your providers access
- Self attachment of documents
- Online claims information

