

1. Can you provide current recovery rates for both small balance and bad debt collection services?
Small balance – 33% Bad Debt – 3.17%
2. Payer mix with # of Accounts and Dollars for the proposed population to be outsourced?
 - a. Commercial Ins **8,141 @ \$6,103,101.**
 - b. Managed Care **10,697 accounts @ \$4,280,000**
 - c. Medicaid **12,008 accounts @ \$4,500,000**
 - d. Managed Medicaid **9,818 accounts @ \$4,458,000**
 - e. Other **378 accounts @ \$337,000**
3. What is the proportion of Pure Self-pay vs Balance after insurance? **Data not easily assessable at this time.**
4. Will the vendor have access to run reports from the clearinghouse? **Yes**
5. Are there specific analytics needs that are higher priority for GHS?
6. What is the ongoing placement volume for 2019 **Average monthly placement 3,100 accounts (40,660 accounts projected)** and value of the small balance program for 2019? **Projected - \$19M**
7. What is the expected forecast for the annual placement for 2020 and 2021? **Projected 41,000 accounts @ \$20M**
8. What is the current aging of the Grand Total amounts for small balance shown on page 5?
9. Who are the GHS customers referred to under Technical Capabilities (3) on page 9? **Question clarification needed.**
10. Volumes for RFP pricing
Will Grady provide breakdown of both BD and Small Balance Collections services by **Yes**
Hospital Small balance – **46,983 accounts @ \$20M**
Physician
Nursing Home
EMS