SIFT
HEALTHCARE

Not All Denials Are Created Equal

Some denials are fruitful, while some cost more to work than they yield. Sift enables providers to take the most effective action with each denial.

Denials Prioritization

Sift's machine learning denials scoring prioritizes high-value denials in workqueues based on their likelihood of overturn. Sift's ML model evaluates each denied claim to assign and import propensity-to-overturn predictions and next-step recommendations into providers' EMRs.

- Machine learning models score denials at an atomic claim level, using over 500 atttributes to determine each denials liklihood to overturn.

- ROI-based worklists integrate into your EMR, prioritizing high-recovery denials in staff workqueues.

CASE STUDY
$3.1B NPR Health System

Reviewing 24 months of claims and remittance data, Sift's ML models identified 99% of overturned dollars in the highest scoring 40% of denials.

Sift's approach to prioritization enables providers to prioritize denied claims that demonstrate a high ability to overturn in staff workqueues.

File Depth	Observations	Initial Dollars Denied	Incremental Dollars Paid	Incremental Dollars Paid Per Depth	Overturned Denial Count	Cumulative % Overturned	Cumulative % Overturned Captured	Cumulative Lift	Cumulative % Incremental Dollars Paid
10%	8,561	$60,643,700	$16,355,854	$2,328	5,175	60.45%	43.21%	4.32	56.57%
20%	8,561	$56,200,552	$7,523,924	$1,185	8,401	49.07%	70.15%	3.51	82.60%
30%	8,561	$42,359,604	$3,818,436	$468	10,302	40.11%	86.02%	2.87	95.81%
40%	8,561	$25,099,892	$1,036,646	$110	11,244	32.83%	93.89%	2.35	99.39%
50%	8,561	$10,633,366	$96,529	$17	11,690	27.31%	97.61%	1.95	99.73%
60%	8,561	$7,567,451	$59,269	$4	11,881	23.13%	99.21%	1.65	99.93%
70%	8,561	$3,691,849	$12,283	$5	11,919	19.89%	99.52%	1.42	99.97%
80%	8,561	$222,929	$5,405	$1	11,948	17.45%	99.77%	1.25	99.99%
90%	8,561	$300,567	$1,827	$0	11,969	15.53%	99.94%	1.11	100.00%
100%	8,558	$303,014	$623	$0	11,976	13.99%	100.00%	1	100.00%

Top 40%
Overturn Rate: 32.8%
% Incremental Dollars: 99.39%

Bottom 60%
Overturn Rate: 0.60%
% Incremental Dollars: 0.61%

SIFT

Intelligent Automation

Sift's ML scores efficiently identify opportunities to prioritize staff touches on high complexity accounts and leverage automation on low complexity accounts, enabling providers to better facilitate AR management and accelerate cash.

Sift's scoring enhances existing automation capabilities, enabling the strategic automation of low-yield accounts while avoiding over-automating recoverable accounts.

CASE STUDY
$3.1B NPR Health System

Using Sift's scoring data and daily user activity files, Sift assessed whether denial management activities drove productive, value-add human interventions.
Sift's ML scoring was applied to an 8-month sample of denied claims:

- 9,668 denied claims received low Sift scores, indicating a low likelihood of overturn

- Sift identified that denials management staff performed manual activity on 7,411 of the low scoring denied claims (77%)

- Only 266 of these manual interventions resulted in overturn (4%)

Sift's scoring and recommendations guide providers on how to better manage touches to lower the cost of delivering each dollar of cash.

File Depth	Denied Claims	Overturned Claims	Overturn Rate (Ct)	Manually Worked	Not Worked
10%	3,724	2,624	70.5%	3,412	312
20%	4,086	2,294	56.1%	3,668	418
30%	3,514	1,501	42.7%	3,218	296
40%	3,814	1,298	34.0%	3,347	467
50%	2,733	385	14.1%	2,299	434
60%	1,993	106	5.3%	1,659	334
70%	2,273	50	2.2%	1,768	505
80%	955	17	1.8%	753	202
90%	2,411	99	4.1%	1,971	440
100%	2,036	24	1.2%	1,260	776

Talk to Sift to see how our AI-driven Denials Optimization and Performance Management Tools can improve your revenue cycle. Contact sales@sifthealthcare.com, or visit sifthealthcare.com