

From In-House Billing to Full-Service RCM

How Precision Diagnostics transformed collections, cash flow, and denial management with ADSRCM

8%+

Increase in Overall Collections

21%+

More Claims Paid on First Submission

38%

Reduction in AR Over 90 Days

Precision Diagnostics is a clinical toxicology and drug-testing laboratory operating from California and Massachusetts, processing specimens referred by healthcare providers across all 50 states.

THE CHALLENGE

- Inconsistent claim edits across a 50-state footprint led to avoidable denials.
- Denial management was manual and reactive, with little root-cause tracking.
- Appeals and records retrieval were handled ad hoc, slowing recovery.
- AR over 90 days kept climbing, straining cash flow.

THE ADSRCM SOLUTION

- Automated rules engine scrubs claims against payer edits before submission.
- AI-assisted denial prevention flags high-risk claims and recurring patterns.
- Automated appeals and records-retrieval workflows recover revenue faster.
- End-to-end redesign of the billing lifecycle, built for nationwide, multi-payer volume.

THE RESULTS

Since transitioning from in-house billing to ADSRCM's outsourced RCM services, Precision Diagnostics has seen measurable, sustained improvement across collections, first-pass resolution, and aging AR — with denials now largely prevented before submission rather than reworked after the fact.

“Our test menu and payer mix haven’t changed. What changed is our workflow. With ADSRCM, we’re now collecting more than 8% more on the exact same charges, and our cash flow has improved significantly as a result.”

CJ Driscoll

Chief Financial Officer, Precision Diagnostics

“Our volume is national, and our billing needs to be handled that way. ADSRCM brought the payer-by-payer, state-by-state expertise it takes to get a lab our size paid correctly and on time.”

Miguel Gallego

Chief Executive Officer, Precision Diagnostics

Your denial rate is no secret. What's fixable is.

30 minutes with our lab denial team. They'll review your last 90 days of denials and show you what's worth fixing.

**GET YOUR FREE
ANALYSIS**