



## GROW YOUR BUSINESS WITH CAPARIO

### VENDOR PARTNER ADVANTAGE PROGRAM

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In today's complex healthcare environment, it can be challenging to stay competitive. The answer is to find a partner that will help you attain an edge over your competitors. Capario is that partner.

Your clients will appreciate the broad service offerings that are available through Capario. Our advanced, yet easy-to-use, suite of revenue cycle management tools brings accolades from our customers. We often hear that no one else in the industry can offer what Capario does.

In addition to providing your customers with the best products and services, we also provide you with advanced tools to help you improve administrative efficiencies and optimize cash flow. It's a win-win for both you and your customers.

By partnering with Capario to offer more competitive products and services you will:

- Increase customer retention
- Accelerate speed-to-market
- Reduced development costs
- Discover new revenue streams

 Connectivity. Solutions. Insight.

## CAPARIO VENDOR PARTNER ADVANTAGE PROGRAM AT A GLANCE

- Dedicated support teams
- Self-service enrollment tool
- Ongoing payer requirement updates and customer notifications
- Partner portal for streamlined administrative and management processes
- Training, webinars, tutorials and conferences
- Marketing support
- Advanced analytics, reports and business intelligence

### About Capario

Capario is committed to simplifying the healthcare reimbursement process, making it easier for providers to get paid faster and more accurately.

Our goal is to be the most trusted name for revenue cycle management solutions in our industry. We earn our customers' trust by providing an advanced, yet easy-to-use toolset for simplifying their entire reimbursement process. And it's all wrapped in our world-class customer service.

- Wide reaching connections to more than 300,000 providers nationwide
- Connections to more than 5,000 payers
- Over 200 million transactions processed each year



Relationship Overview	Reseller	Referral	Custom
Capario contract is with:	Vendor	Vendor	Vendor
Submitter's contract is with:	Vendor	Capario	Capario or Vendor
First-level support done by:	Vendor	Capario	Capario or Vendor
Second-level support done by:	Vendor	Capario	Capario or Vendor
Implementations handled by:	Capario	N/A	N/A or Capario
Who bills whom?	<ul style="list-style-type: none"> <li>• Capario bills vendor</li> <li>• Vendor bills submitters</li> </ul>	<ul style="list-style-type: none"> <li>• Capario bills submitters</li> <li>• Capario rebates vendor</li> </ul>	Varies
<b>Program Benefits</b>			
Expand product suite with best-in-breed RCM tools	X	X	X
Realize new revenue streams	X	X	X
Broaden brand awareness with logo on Capario website	X	X	X
Extend vendor-branded offerings	X	N/A	O
Outsourced front-line support	O	N/A	O
<b>Program Features</b>			
CARE onboarding program for fast, easy enrollment and implementation of clients	X	X	X
Self-service enrollment tool	X	X	X
Customizable marketing support to drive client adoption	X	X	X
Dedicated support and account management teams	X	X	X
Partner portal for full client management and administration	X	O	O
Comprehensive revenue cycle management toolset	X	X	X
Seamless integration with your system and solutions	O	O	O
Proactive customer and payer notifications	X	X	X
Ongoing training for best practices and adoption	X	X	X
Product customization	O	N/A	O
Portal branding – co-branded or private-label solutions	O	N/A	O
Outsourced enrollment management	O	N/A	O
Outsourced client billing	O	N/A	O
Outsourced front-line support	O	N/A	O

X included O optional

### ADVANCED ANALYTICS, REPORTS AND BUSINESS INTELLIGENCE

Our partner portal provides real-time, customized analytics, letting you generate views based on your entire customer list, by customer group or practice, or by individual provider so you can easily manage parent-child relationships among your customers. This powerful tool allows you to see and manage your entire client base in a single, unified presentation. The partner portal can become your CRM tool to help you in your outreach efforts. You will also receive 277CA reports, integrating clearinghouse error reports and payer error reports into the same format.

### CUSTOMER CHARTERS

Capario proudly offers Customer Charters which are unique in our industry. Through these charters we guarantee specific response times for support issues and development requests. We clearly outline our commitment to each customer we serve.

To learn more about how the Capario Vendor Partner Advantage Program can benefit your organization, please call us at 800.586.6870 or email us at sales@capario.com.



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