

# INDUSTRY INSIGHTS

## Vaccine mandates and returning to the workplace - do you have a plan?



By Cynthia Andros for tevixMD

This month we take a look at the consequences of two never-before-seen issues facing healthcare businesses today: *vaccine requirements and staff returning back to work.*

These two challenges have generated a wide range of solutions, as providers, who are facing diminishing margins, attempt to minimize the impact to their bottom line and operational efficiencies. Some solutions range from hybrid schedules to vaccine clinics, as described in a recent [Becker's Hospital Review](#).

No matter what solution is implemented to address these two new issues, a few things are painfully apparent:

1. Providers are/will be losing staff.
2. Temporary or untrained staff will be a more common part of operations.
3. Inefficiencies in the workflow will be magnified and have a greater impact.
4. Lost revenues/collections will be a serious downstream effect of inefficient and wasteful workflow.
5. With the barest of margins, most providers probably can't survive even a twenty percent decrease in income.

Unfortunately, most providers still rely on poor sources for patient eligibility and demographic validation. Such sources are typically: vendors offering free or cheap validation services, a provider's own stored data, old claims or manually obtained data. Data from these sources is a major culprit in downstream inefficiencies and worse, revenue losses.

Getting patient data right is imperative.

This means obtaining data that is accurate at the time of validation and available when you need it. Timing is more critical than most people realize. Acquiring good validation data before services are rendered can be a provider's easiest and least expensive way to minimize the negative and costly impact of these new business challenges.

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