

# NorthStar Anesthesia Consistently Hits 95%+ Net Collection Rate with Arietis

Success Story: Value-Driven Collaboration



**5.3K**

Provider Group

“*Arietis is great at problem-solving and finding solutions—and everyone on their team takes pride in the work they do.*”

Former Vice President of RCM



National Reach

## Client Profile

**NorthStar Anesthesia, one of the largest anesthesia groups in the country, needed a billing company that would bring integrity, consistency, and commitment to the table. Hear their success story from the former Vice President of RCM.**

## The Challenge

After a few subpar experiences with billing companies, practice leadership began searching for new options. While transitioning to a new RCM provider can be tedious, NorthStar was confident that Arietis' dedication to service and strong value alignment would be worth the switch.

“*Arietis was committed to working hand-in-hand with us as a unified team toward important objectives.*”

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## Decision Points

### Mission Alignment

NorthStar and Arietis hold several similar core values, including putting the patient at the center and supporting clinician wellbeing. This alignment was important to NorthStar, as their leaders wanted an RCM partner that would fully support their mission to deliver high-quality anesthesia care through healthy, fulfilled clinicians. Arietis offered the technology and cohesive team that NorthStar needed to achieve that mission, positioning themselves as more than a vendor.

“It felt like Arietis would be a natural extension of our team.”

### Collaboration > Competition

NorthStar needed Arietis to work very closely with their previous RCM partner to complete a smooth transition—and Arietis did not back away from the challenge. Beyond their deep bench of expertise, Arietis also prioritizes collaboration, partnership, and long-term sustainability, making them the ideal choice for NorthStar’s situation.

“They worked with our old billing company to ensure a seamless transition. There are always hiccups, but Arietis remained committed to finding and following the optimal path forward.”

## Results Achieved

### Proactive Issue Identification & Process Transformation

“Arietis does a good job identifying opportunities and following them through to successes. Their team is constantly coming to me with ways they can improve our operations or communication.”

“With our health information management teams, they were able to tighten charge reconciliation processes and close the billed-to-collected gap.”

### Net Collection Rate >95%

“They built good relationships with our A/R teams, helping reduce revenue lost to denials to a negligible amount.”

## Conclusion

For NorthStar Anesthesia, continuing to work with Arietis is a no-brainer. The former VP of RCM noted: “The Arietis team understands the work we do and how we do it is a crucial part of us continuing to deliver care to patients. I haven’t sensed that before with other RCM vendors. The relationship is usually transactional, but we’ve formed real connections with Arietis and they genuinely care.”