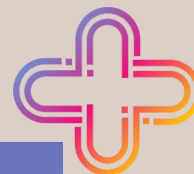


WELCOME TO OUR
Monthly Newsletter



Claims Theory
PODCAST

With Lindsay Gross



Special Guest: Carly Wagner
Clinical Data Scientist at RedSail Technologies

Episode Six - Building a Data-Driven Culture in Healthcare with Carly Wagner

This month on the Claims Theory Podcast we're wrapping up our June theme on data with a powerful conversation featuring Carly Wagner, Clinical Data Scientist at RedSail Technologies. Carly holds a Master's in Data Science and Analytics from Mizzou, and she brings a sharp, practical lens to what it really means to be data-driven in healthcare.

In this episode, we explore how to build a culture where data is trusted, clean, and actually used. We talk about cross-functional alignment, the silent risks of messy data, and what leaders can do to strengthen data literacy across their teams.

If you care about turning analytics into action, this episode is for you.

Episode out now on Spotify, YouTube, and Apple!



In this newsletter you will find:

Latest blog, our services and other insights

Want Predictable Cash Flow? Start with Predictable Data

Everyone talks about revenue. Fewer talk about how to actually make it predictable.

If you're leading a healthcare organization and your monthly cash flow still feels like a guessing game, the issue probably isn't your billing team or your payer mix, it's your data.

LINK TO BLOG:

[WANT PREDICTABLE CASH FLOW? START WITH PREDICTABLE DATA](#)

Main Highlights

- Revenue predictability starts with clean, consistent data, long before billing. Intake errors, missing documentation, and inconsistent processes upstream create financial instability downstream.
- Strong data practices are foundational for a forecastable revenue cycle. Reliable patient info, verified coverage, timely documentation, and standardized coding are what turn revenue from reactive to probable.
- Good data empowers smarter decisions and financial confidence. When your data is accurate, trends are trustworthy, issues are traceable, and leaders can act quickly with clarity.

Quick Tips for June:

1. Standardize intake workflows to reduce downstream revenue friction.
2. Verify insurance early, assumptions cost you later.
3. Post charges promptly to maintain clean, traceable data.



What's Happening in the Industry:

GUIDEHOUSE INVESTING \$1.5B IN AI TO LEAD MULTI-INDUSTRY TRANSFORMATION

Guidehouse is investing \$1.5B over three years to lead AI innovation across government and commercial sectors. The initiative includes launching an AI Center of Excellence, developing proprietary multiagent tools, and partnering with top AI platforms to boost efficiency, trust, and real-world impact.

HHS SECRETARY KENNEDY, CMS ADMINISTRATOR OZ SECURE INDUSTRY PLEDGE TO FIX BROKEN PRIOR AUTHORIZATION SYSTEM

HHS and CMS secured a major industry pledge to fix the broken prior authorization system. Insurers covering 80% of Americans committed to six reforms, including standardizing electronic processes, reducing prior auth volume, and speeding up approvals.

EPISOURCE RANSOMWARE ATTACK AFFECTS MORE THAN 5.4 MILLION INDIVIDUALS

Episource, a UnitedHealth subsidiary, suffered a ransomware attack affecting over 5.4 million individuals. The breach exposed sensitive health and personal data between Jan 27 - Feb 6, 2025. Impacted individuals are being offered two years of free credit monitoring, as investigations and security enhancements continue.

U.S. REVENUE CYCLE MANAGEMENT MARKET TRENDS ANALYSIS REPORT 2025-2030

The U.S. Revenue Cycle Management market is projected to grow from \$172.24B in 2024 to \$308.2B by 2030. Fueled by healthcare digitalization, tech innovation, and regulatory support, growth is driven by integrated systems, web-based platforms, and strategic acquisitions like Veradigm's purchase of Koha Health.

Our Services

- RCM Leadership Staff Recruitment
- End-to-End RCM Audits
- Workflow Assessment and Process Improvement
- Training and Education
- Financial and Denials Analysis
- Technology Assessment
- Staff Augmentation

Featured Positions

Actively Recruiting

Click below for full job descriptions

- [Billing Strategy Lead, Denials & Appeals](#)
- [Lead Billing Strategy & Systems Analyst](#)
- [Certified Professional Coder/Bill Review Expert \(x4\)](#)
- [Vice President of RCM](#)

About Us



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Lindsay's Perspective:

This month at Claims Theory, we focused on something every healthcare organization talks about, but few truly master: data.

From dashboards to denial trends, data drives everything in revenue cycle management, but only when it's clean, consistent, and easy to understand. That's why I was so excited to sit down with Carly Wagner, Clinical Data Scientist at RedSail Technologies, on this month's podcast episode. We talked about what it really takes to build a data-driven culture, and why "clean data" isn't just about reports; it's about trust, clarity, and action.

On another exciting note, we're seeing incredible momentum across our recruiting services. With increasing pressure on financial performance, many groups are looking to bring in strong RCM leaders and technical experts to elevate their operations. We're proud to be helping organizations find the right talent to get to the next level, and we'd love to support you, too.

If your team is growing, rebuilding, or just needs a stronger bench, let's talk. We're here to help you build the future of revenue cycle, one great hire at a time.

And to those who have supported Claims Theory, publicly or behind the scenes, thank you. We wouldn't be here without you, and we don't take that lightly.

Until next month,
Lindsay Gross
Founder, CEO of Claims Theory

