

# CAMBRIDGE

SOPHISTICATED COLLECTION SOLUTIONS FOR  
COMPLEX RECEIVABLES





# The Cambridge Advantage

## Funding & Collections

Cambridge provides unique medical claim funding programs to medical facilities and providers.



## Technology Driven Process

Rete enables Cambridge's account representatives to collect in up to one-tenth of the time that was required pre-Rete.

## Specialization

Cambridge is a specialty finance capital solution, specializing in No-Fault/PIP (NF) and Workers' Compensation (WC) claims.

## Increase Cash Flow

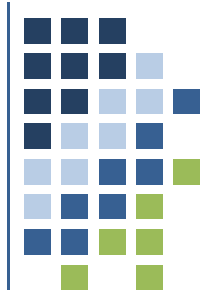
Cambridge is a specialty finance capital partner, maximizing medical provider cash flows.

**Cambridge is the only firm in the USA that both funds and collects on medical receivables.**



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# What is unique about No-Fault/PIP & Workers' Compensation?

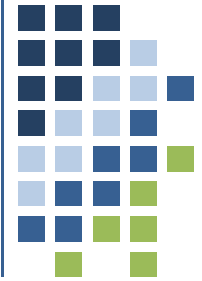


- No-Fault (NF) insurance, sometimes called Personal Injury Protection (PIP in New Jersey), claims arise from injury claims relating to automobile accidents. All injured parties are covered. States have varying No-Fault or PIP coverage limits.
- Workers' Compensation (WC) receivables arise from injury claims relating to on-the-job accidents.

**Both NF and WC receivables are very difficult collections  
for providers' seeking payment.**



# What makes NF & WC specialty receivables?



## Major Medical & Medicare

- Comparable to an ATM machine, electronic bills are submitted and paid per agreed upon rates.
- Voluntary, full payment for major medical and Medicare claims is the norm.
- Cash flow and predictability of payment is paramount.

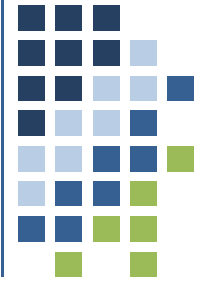


## No-Fault & Workers' Compensation

- Voluntary, full payment in the NF and WC arena is extremely rare.
- Intricacies exist at every step in processing the receivables.
- State mandated fee schedules determine the insurance carriers' reimbursement rates for specific injuries.
- NF and WC claims are inherently challenging due to insurance carriers purposely making the process complex, difficult and timely.
- WC claims promote an ongoing debate concerning payment responsibility.

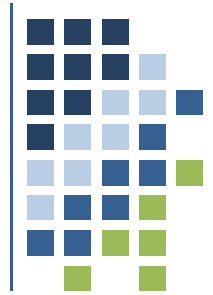


# NF and WC Receivables Regulations and Specialization



- Medical providers must have an up-to-date, comprehensive understanding of the ever-changing statutes in order to obtain the highest level of reimbursement in the shortest amount of time. Cambridge services this and other of our medical providers' needs at no-charge.
- Most conventional agencies that service NF and WC accounts do not specialize in the NF and WC industry. Unlike Cambridge, their focus is not industry or state specific.
- Cambridge is the only funder that also collects, dramatically increasing the velocity and volume of collections while improving overall returns for medical providers.





## **Q: *Why Cambridge?***

**A:** Specialized receivables require specialized processes and people.



# Cambridge Programs

## 3 Distinct Options for Providers



### The Capital Partnership Program

Continuously funds medical providers for their current NF and WC claims in exchange for a portion of the proceeds of the funded receivables.

### The Aged Receivables Programs

Usually a one-time monetization of a medical providers' Aged Receivables.

### Collection Only Program

Offers medical providers Cambridge's unique tools and technology to dramatically increase the volume and velocity of collection of their NF and WC receivables.

# Capital Partnership Program (CPP)

## Understanding the Benefits



**WHAT:** The CPP provides non-recourse cash funding of NF/PIP and WC receivables.

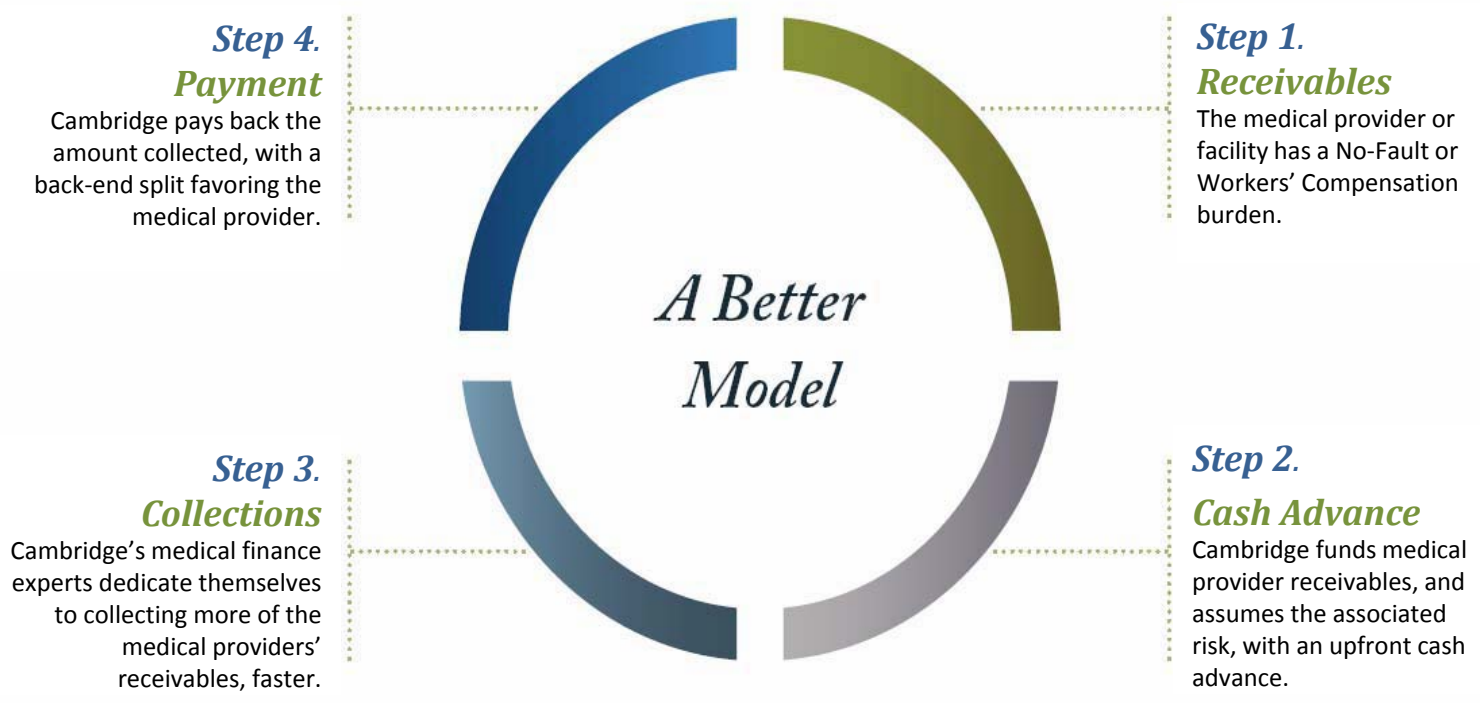
- WHY:**
- The CPP transfers capital risk away from the medical provider.
  - The CPP responds to medical providers' need for accelerated cash flow, typically realizing a significant increase, usually 50% or higher, improving the medical provider's net income, cash flow and total return on receivables.
  - The CPP combines the medical providers' immediate and long-term cash flow needs with Cambridge's funding and efforts to collect.





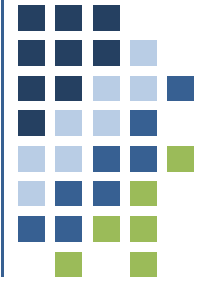


# CPP Funding Process



# Aged Receivables

## Understanding the Options



### WHAT:

- A predetermined, up-front advance to the medical provider.
- Credit line facility advancing the provider cash in exchange for weekly payments over a period of 12 to 18 months.

### WHY:

- Most medical providers have an inventory of uncollected receivables (“Aged Receivables”). These are typically written-off by billing and collection vendors.
- Cambridge monetizes these receivables, turning a potential shortfall into an asset.

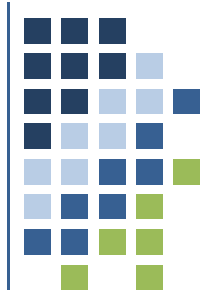
**Aged receivables are underwritten by Cambridge to provide a low cost, high return opportunity.**



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# Collection Only Services

## What Makes Cambridge Exceptional



### WHAT:

- Not your typical collections.

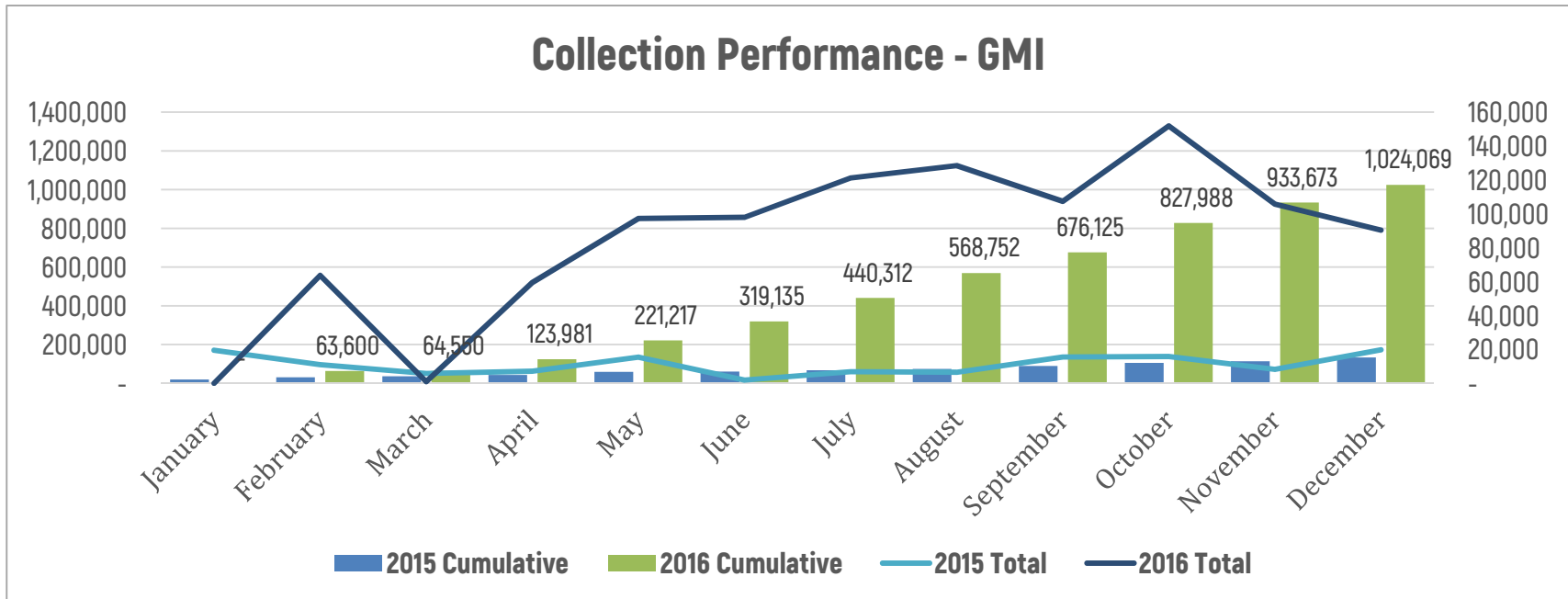
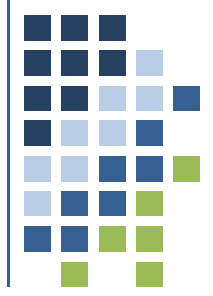
### WHY:

- Cambridge uses the same unique tools and technology for all programs to provide medical providers with state-of-the-art “Collection Only” services.
- Cambridge’s collection only services relieve medical providers of the burden related to and dedicated to the cumbersome and difficult task of collecting NF and WC receivables.
- Processes from pre-certification to payment are automated and scrutinized to maximize payment to the provider.



# Collection Only Services

## Typical Net Cash Increase



Collection only performance realized by an actual, Cambridge Collection Only Client, comparing their collections for 12 months prior to utilizing Cambridge versus the 12 months after utilizing Cambridge's Collection Only services.



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# Rete Cambridge's Proprietary System

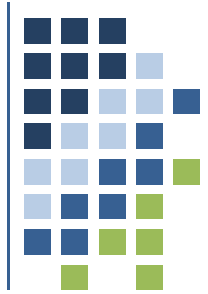


- *Rete* is Cambridge's unique, novel and custom designed software system.
- *Rete* collects and manages data flow from the initial medical provider contact through the collection of the last penny of a medical provider's claim.
- The only system like it in the world, *Rete* was specifically designed to process NF and WC claims.
- *Rete* relieves medical providers of the huge overhead burden associated with the processing of claims.



# Rete

## Functional Support



*Rete* is the core of Cambridge's proprietary network of data handling and process management providing for the comprehensive management of NF and WC receivables.

This system is customized for each specific client, medical provider and state's regulations allowing Cambridge to excel in and support the areas of:

- Sales
- Data analysis
- Underwriting
- Funding
- Billing
- Collections
- Legal proceedings
- Asset/performance management



# Contact Information



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