



# 2026 RCM Trend Report

# Today's Speakers



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# Why This Matters Now

## 2025 has reshaped the landscape

Increase proposed to CMS Physician Fee Schedule

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Revisions to practice expense methodology

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New efficiency adjustment likely offsets gains

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AI moved from “experimental” to “essential”

## 2026 will bring

More complexity

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More automation

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More pressure on margins

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READ OUR ARTICLE

[VentraHealth.com/2026-RCM-Trend-Report/](https://VentraHealth.com/2026-RCM-Trend-Report/)



# Webinar Objectives

By the end of this session, attendees will be able to:

- ✓ Identify the biggest RCM threats and opportunities in 2026

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- ✓ Understand how payer, patient, and technology shifts impact revenue

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- ✓ Learn steps to prepare their organization now



# 4 Key 2026 RCM Trends



Viability of Independent Practices



Price Transparency & Payer Contracting



Patient Payments



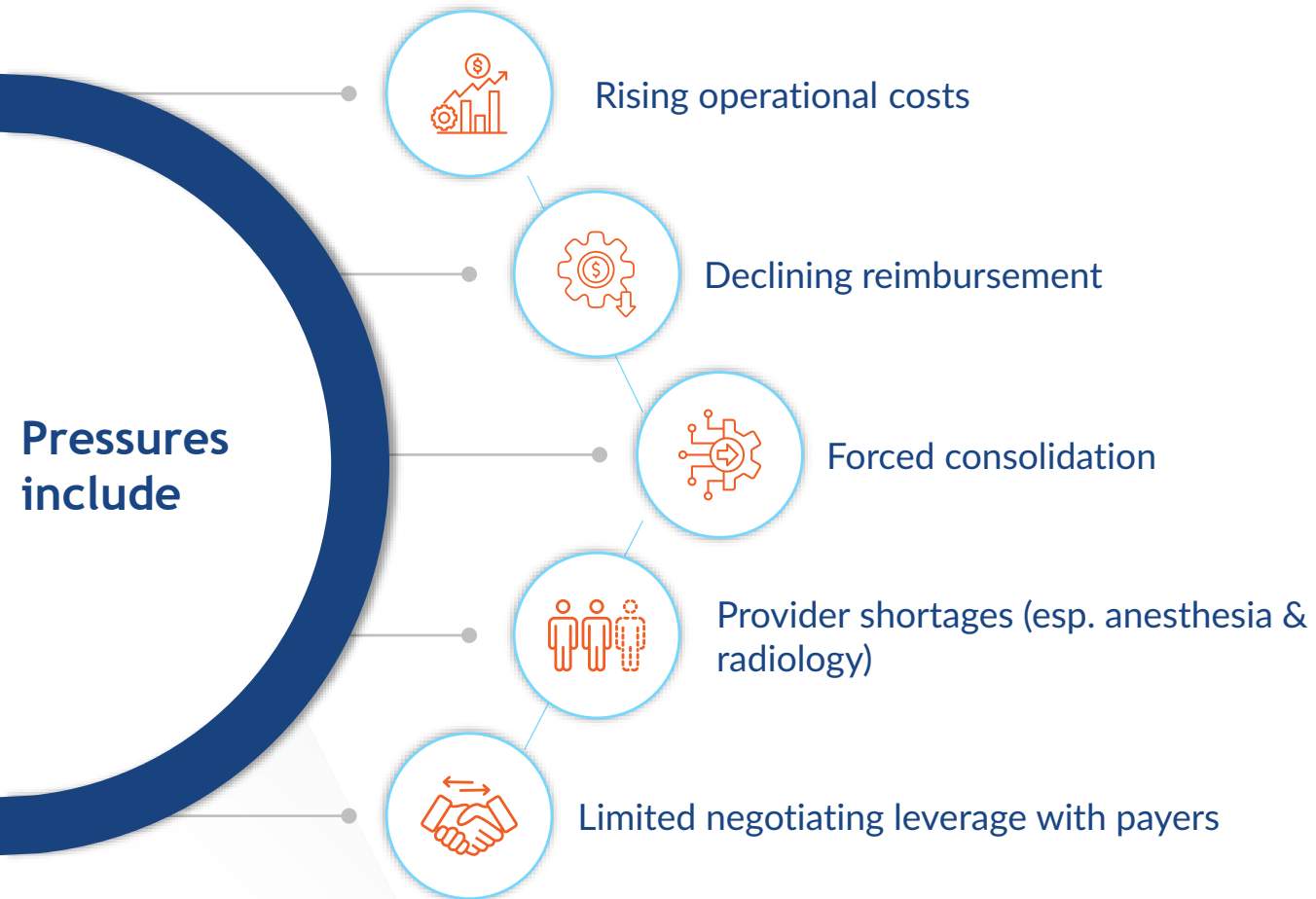
AI & Automation in Healthcare

**These forces will define financial performance in 2026.**



## TREND #1

# Viability of Independent Practices



The bottom line:  
**Scale = Survival**

# What To Do Now

Plan for growth through



Strategic RCM partnerships



Shared services and economies of scale



Access to advanced analytics



Stronger payer negotiations

Independence is possible – but requires planning & strategy.

# Price Transparency & Payer Contracting

The No Surprises Act changed the game

Easier for plans to keep providers out-of-network

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Shifted burden to physicians

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BUT created valuable data access and the IDR process

New opportunity

Use transparency data to benchmark payer rates

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Use IDR to fight underpayments

# What To Do Now

## Leverage pricing & IDR data:

- ▶ Benchmark what payers are really paying
- ▶ Recover underpaid revenue
- ▶ Strengthen contract negotiations
- ▶ Use wins as leverage for in-network rates

*Most IDR cases favor providers – but it's massively underused*



## TREND #3

# Patient Payments

Patient payments may represent

Up to 1/3 of physician revenue



## Challenges

Premiums rising sharply



Patient financial strain increasing



Greater out-of-pocket burden



Higher risk of bad debt

Collection = Experience + Simplicity



# What To Do Now

Focus on  
frictionless  
patient  
experience

Accurate upfront estimates

Text & digital payment options

Clear education

Simple, fast checkout

Why it matters

36% would switch providers after poor billing experiences

32% pay bills within 5 minutes of a text reminder

## TREND #4

# AI & Automation in Healthcare

AI expanded by **~80% adoption** in one year

### Used for



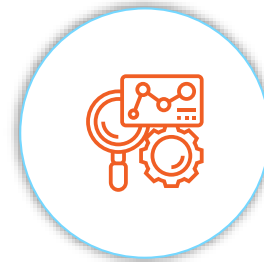
Ambient note  
capture



Documentation  
support



Risk analysis



Diagnostic  
assistance



(By payers)  
automated denials

**It's no longer optional. It's strategic.**





## TREND #4

# What To Do Now

Don't adopt tools — **build a strategy**

Ask key questions



Viability of Independent Practices



Price Transparency & Payer Contracting



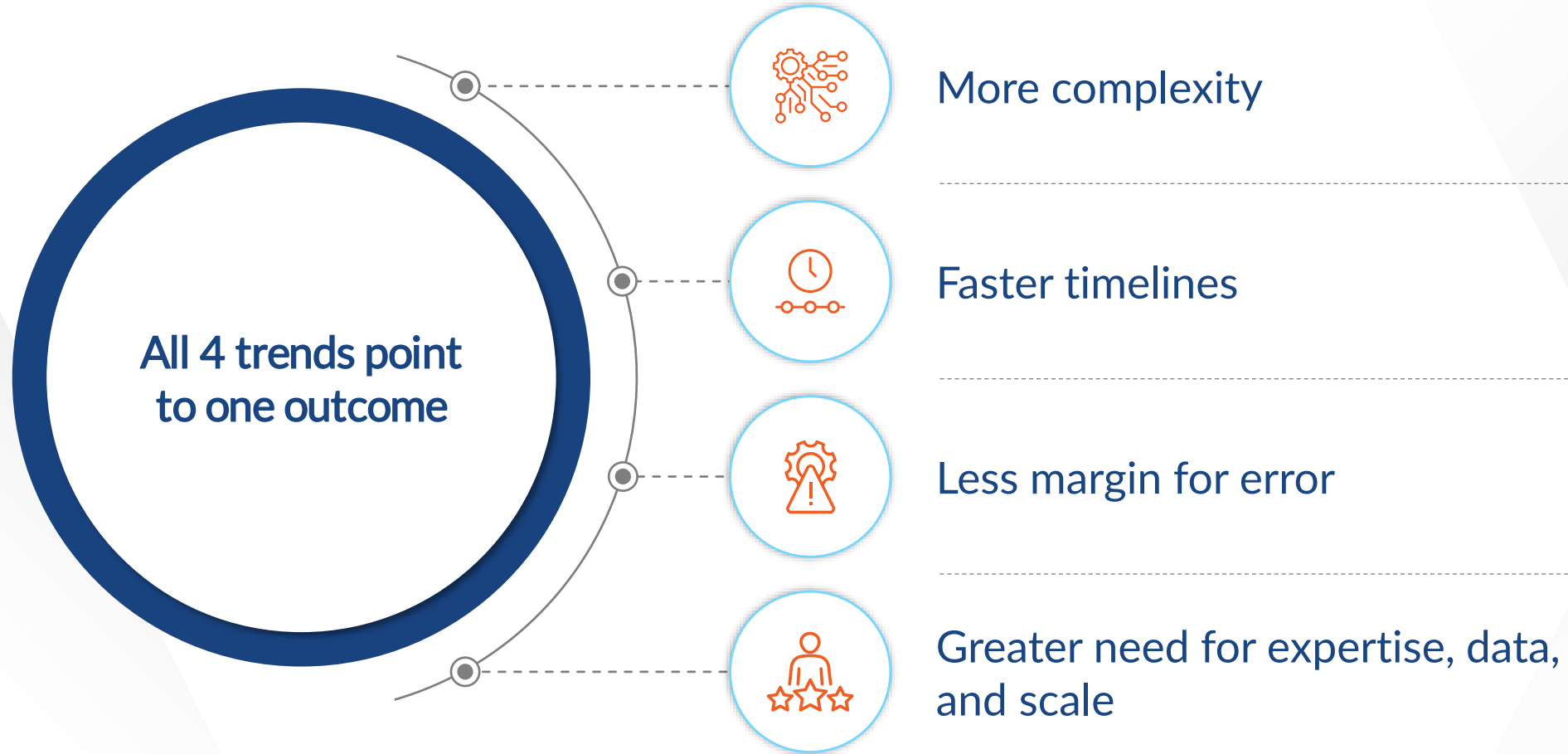
Patient Payments



AI & Automation in Healthcare

**Focus on RCM automation first for quicker wins.**

# The 2026 Reality Check



Survival  
requires  
optimization

# How Ventra Can Help



Submit clean claims  
faster



Reduce denials



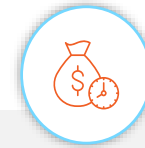
Shorten AR days



Improve collection rates



Maximize contract value



Stabilize long-term  
revenue

**Result:  
Stronger,  
more  
scalable  
practices**



## AI & Automation

# vCision<sup>TM</sup>

Revenue Intelligence Platform

An integral part of service delivery for all Ventra clients, vCision leverages the most advanced Agentic AI technology and adaptive models to target impactful opportunities for revenue cycle improvement.



# Turns Revenue Cycle Data into Competitive Advantage for Providers

Enables our RCM experts to:



Maximize clean claim rates using proven payer adjudication patterns that result in accelerated payments and fewer technical denials



Remain a step ahead of payers and make smarter, faster decisions to changing guidelines and requirements



Identify and correct issues before they impact revenue



Deliver 100% review of critical processes impacting payment velocity and reimbursement

*Improve first-pass payment rates by 19%*

*Reduce initial denial rates by 26%*

*Accelerate millions in delayed reimbursement*



# Let's Talk Strategy

## Next Steps:

- ▶ Schedule a 1:1 RCM assessment
- ▶ Read the full 2026 RCM Trend Report
- ▶ Visit [VentraHealth.com](https://VentraHealth.com)

Schedule a 1:1 RCM  
Assessment



Read the full 2026 RCM  
Trend Report





**Thank You**