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Contact: Rick Schoenen
AblePay Health
Phone: 484-357-2489
rick.schoenen@ablepayhealth.com

Brian Tedeschi
Think Communications, Inc.
412-638-5981 - m
brian@thinkcreativity.com

HEALTHCARE COUNCIL OF WESTERN PA AND ABLEPAY ANNOUNCE PARTNERSHIP

Alliance Seeks to Help Council Provider Members Improve Revenue, Control Costs

PITTSBURGH and ALLENTOWN, PA – June __, 2022 – The Healthcare Council of Western Pennsylvania (HCWP) and Allentown, PA-based AblePay Health (AblePay) today announce the launch of a strategic partnership to help HCWP’s healthcare facility-based provider members reduce collections, decrease receivable periods and improve financial performance, as well as provide patients more cost transparency.

According to Nick Vizzoca, president HCWP, the partnership with AblePay Health will create an innovative opportunity for HCWP members

“We welcome the opportunity to work with AblePay and its innovative platform on behalf of our members to decrease costs and dramatically increase revenues, while assisting their patients in mitigating rising out-of-pocket medical expenses,” said Nick Vizzoca, president HCWP, who leads the non-profit organization – the state’s leading voice for healthcare facilities in more than 30 counties across Pennsylvania and West Virginia.

“The addition of AblePay to our suite of financial and operational solutions for our members is an important tool in our arsenal to help them address spiraling healthcare costs, as well as put crucial information into the hands of patients regarding their financial obligations,” he added.

According to John Fistner, founder and CEO, AblePay, his company’s technology platform and Patient Financial Engagement Program will enable HCWP members to improve operational and financial performance, while simultaneously empowering patients with an easy-to-use online lens to monitor and mitigate rising healthcare expenses, billing errors or establish manageable and flexible payment options.

“We are excited to partner with the Healthcare Council,” said Fistner. “Our platform accelerates revenues and removes the costs associated with collecting out-of-pocket payments for medical providers while completely changing and improving the patient experience with some patients saving up to 13 percent with flexible payment options, thus reducing the financial stress of paying out-of-pocket medical expenses.”



According to Vizzoca, some reports* over the recent years indicate patient out-of-pocket healthcare costs, including both deductibles and coinsurance, have increased by over 50 percent since 2006. Additionally, 83 percent of small physician practices, in particular, said slow payment of high-deductible plan patients are their top collection challenge, followed by the difficulties practice staff have communicating patient payment accountability (81%).

“AblePay will help our members bridge the gap between proper billing and collections and also empower patients with the knowledge they need regarding their financial obligations,” said Vizzoca.

*Peterson-Kaiser Health System Tracker 2018

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About HCWP:

Healthcare Council of Western Pennsylvania is a super-regional alliance representing a continuum of healthcare facilities, including hospitals, long-term care facilities, long-term acute care providers, and specialty hospitals. In addition, HCWP partners with more than 30 sponsors and business associates to support the region's healthcare providers. As a strategic partner and neutral convener for our membership to work collaboratively and address common concerns and share best practices, Council-driven solutions enable members to improve the health of our communities and maintain their status as economically viable entities. HCWP prepares regular financial and workforce reports to help decision-makers in their planning processes, provides up-to-date educational and training materials on best practices and compliance and serves as a hub for connecting members to relevant industry resources.

About AblePay Health:

Founded in Bethlehem, Pennsylvania, in 2016, AblePay Health (ablepayhealth.com) offers a simple solution to increasing healthcare costs in the United States. Since its inception, AblePay has assisted healthcare consumers and medical providers in Pennsylvania and New Jersey. Over the past 18 months, they have expanded to Ohio, Kentucky, Indiana, and Georgia, with new markets on the horizon.

AblePay Health assists healthcare providers in reducing their collection costs, increasing receivable times, and bettering their financials. Healthcare consumers interested in lowering their out-of-pocket medical expenses can enroll in this no-cost program. In addition, the program provides flexible payment terms and convenience with a high level of support for members. The business model works to bridge the gap between providers and healthcare consumers, strengthening the relationship and creating a better patient experience.