

Calendar of Events

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September 18, 2025

The State of VA Claims: Strategies to Maximize Your Revenue Right Now

12:00 PM - 01:00 PM PAC

*The State of VA Claims: Strategies to Maximize Your Revenue Right Now
Webinar
September 18th, 2025
12 – 1 pm PT*

Presentation Synopsis

Optimizing reimbursements for VA and California Workers' Compensation claims remains a significant challenge for many healthcare providers. From complex billing requirements to regulatory hurdles and payer-specific nuances, these claims often strain internal resources and impact revenue performance. This session will break down the current landscape and offer actionable strategies to improve outcomes.

Learning Objectives:

- *Gain a working knowledge of California's Workers' Compensation fee schedule, billing guidelines, and dispute resolution process, including common denial reasons and appeal strategies.*
- *Understand Optum's role with the VA and how to develop clean, compliant workflows that ensure VA claims are routed to the correct payer.*
- *Learn how to effectively capture reimbursement for services rendered to Veterans, including emergency and non-VA care.*
- *Identify the most pressing challenges in billing complex government claims and explore solutions to increase efficiency, reduce aging, and secure accurate payment.*

Presented by Zach Schultz, EnableComp

Zachary Schultz has been with EnableComp since 2016, where he has held multiple leadership roles across the organization. Throughout his tenure, Zach has been instrumental in the strategic oversight and operational execution of several core service lines, including Workers' Compensation, Veterans Administration (VA) billing, Managed Care, and Out-of-State Medicaid.

During his time as Director of Managed Care, Zach led EnableComp's efforts to remain at the forefront of regulatory and legislative changes affecting fee schedules and reimbursement models. He ensured that both EnableComp and its provider partners stayed fully aligned with evolving payer guidelines, state-level policy updates, and revenue cycle legislation. He also played a key role in shaping contracting strategy, identifying partnership opportunities that balanced compliance with financial performance.

Zach also played a foundational role in the development and expansion of EnableComp's VA product line, helping to build the service from the ground up. His efforts contributed to the creation of a highly specialized solution tailored to the unique reimbursement and regulatory requirements of the Veterans Health Administration, ensuring compliance while optimizing revenue cycle outcomes for clients.

In his current capacity, Zach serves as the organization's Subject Matter Expert across all 50 Workers' Compensation jurisdictions, the Veterans Health Administration, and multi-state Medicaid reimbursement programs. He is widely recognized for his deep expertise in payer rules, regulatory compliance, and revenue cycle best practices within these complex and often nuanced payer classes.

Prior to joining EnableComp, Zach spent over a decade in operational management, leading high-performing teams and driving process improvement initiatives in fast-paced, dynamic environments. He is also a veteran of the United States Army, having served with distinction in Operation Enduring Freedom during deployments to Afghanistan.

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Learning to Earn: Operational Tactics for Better Charge Capture and Revenue Growth
Tuesday, October 28, 2025 | 12:00 PM PT

Presented by Shonna Marshall & Kelly Krulisky, Eclipse Insights

Is your organization leaving money on the table? In this session, you'll uncover the most common charge capture pitfalls and how to correct them based on Eclipse's work with providers nationwide.

Rather than relying solely on technology, this presentation focuses on operations-led solutions that drive real, lasting results. You'll learn:

Common missed charges and the true impact on net revenue

How to use Epic's EAP/Charge Router, Revenue Guardian, and charge automation tools

What an effective Revenue Integrity team should do daily, weekly, monthly, and annually

How to leverage data and reporting for accountability and continuous improvement

Where your CDM, charge methodology, and workflows may be silently leaking revenue

Analytical strategies you can use to uncover and address those gaps internally

Whether you're just beginning to structure a Revenue Integrity team or refining your charge reconciliation process, this session will equip you with tools to lead smarter, more profitable change.

About the Speakers:

Shonna Marshall is Managing Director at Eclipse Insights and brings over 20 years of experience in Chargemaster, Revenue Management, and Revenue Integrity. She's helped providers recover millions in missed revenue through defensible charging practices and strategic workflow improvements.

Kelly Krulisky brings 20+ years of healthcare consulting experience and has led revenue optimization initiatives across the continuum, including access, charge capture, billing, and denials. She's held leadership roles with Nordic, Huron, MedAnalytics, and PwC, and brings deep expertise across major EHRs including Epic, Cerner, and MEDITECH.

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