

Launch and scale NGS with proven reimbursement expertise.

At Velsera, we empower hospitals, labs, and health systems around the globe to confidently launch or scale onsite NGS testing faster, smarter, and with full reimbursement insight from day one.

Our Revenue Cycle Management Services are designed for institutions navigating the complexities of starting or expanding an NGS program. We help you optimize financial performance, meet payer requirements, and ensure long-term sustainability while staying focused on delivering high-impact patient care.

End-to-End Reimbursement Expertise Tailored for You

Our RCM specialists provide tailored support for early-stage and expanding NGS programs, helping your team make smart, compliant decisions with:

- Medicare MAC and payer mix analysis for coverage
- Prior authorization workflow optimization
- Custom templates for:
 - Pre-authorization
 - Appeals (all levels)
 - Letters of medical necessity
- ICD-10 and CPT coding strategy by assay
- Dedicated RCM consultation and project support dedicated to your specific needs



Assay Launch Support that Sets You Up for Success

We work side-by-side with your team to ensure every new test is market-ready, reimbursable, and aligned with your organization's goals:

- Strategic assay overviews, subpanel/test reviews, and pricing evaluation
- IT/RCM integration for billing vendors and LIS/LIMS
- Payer contracting and patient financial assistance program review

Medicare & Market Access Dossier Development

Velsera simplifies the path to coverage and compliance with support for:

- Analytical and clinical validation summaries across solid tumor, myeloid, and hereditary cancer assays
- Performance specs for CGP, somatic, and germline testing
- Z-code application and submission packages for MolDx
- Comprehensive dossier development including:
 - Executive summaries
 - Clinical guideline references
 - Requisition forms, sample reports, and validation details
 - Orthogonal method explanations and calculations

ADVANCE WITH CONFIDENCE. LET'S MOVE FORWARD TOGETHER.

- With Velsera's RCM services, your team can unlock access, demonstrate value, and optimize reimbursement, so you can stay focused on what matters most: transforming patient outcomes through precision testing. **Contact us today to learn how we can support your team's success.**