



ERICA SMITH

Fractional Medical Billing & Revenue Cycle Leader

**Strengthening Financial Stability,
Government Healthcare Performance &
Operational Clarity**

EXECUTIVE BIO

Erica Smith

Founder & Principal | ELS Medical Billing Group

Erica Smith is a medical billing, revenue cycle management (RCM), and compliance professional with extensive hands-on experience supporting healthcare organizations that operate within highly regulated reimbursement environments. Her background spans primary care, behavioral health, LCSW services, EMS and ambulance billing, and complex government healthcare programs, including Medicare, Medicaid, and the U.S. Department of Labor's OWCP program.

Erica is recognized for her ability to step into operationally challenged billing environments—where revenue delays, fragmented workflows, compliance risks, or audit exposure exist—and implement structured, policy-aligned solutions that stabilize reimbursement and improve financial performance. Her work consistently supports cleaner claims, reduced denial rates, improved payment timeliness, and strengthened adherence to payer and regulatory requirements.

With a compliance-first, detail-driven approach, Erica brings strong command of medical necessity standards, coding accuracy, payer-specific billing rules, and end-to-end claims lifecycle management. She is experienced in navigating government payer portals, interpreting fee schedules, analyzing ERAs and EOBs, resolving payment discrepancies, and supporting audit readiness through clear documentation and standardized processes.

In addition to revenue cycle operations, Erica has deep expertise in provider enrollment and credentialing for Medicare, Medicaid, commercial payers, and specialty government programs. She supports initial enrollment, revalidation, and ongoing maintenance to ensure uninterrupted reimbursement and regulatory compliance—helping organizations avoid costly delays or enrollment-related payment disruptions.

As Founder of ELS Medical Billing Group, Erica partners with government agencies, government contractors, and healthcare organizations seeking reliable billing leadership without the expense of a fully staffed in-house department. She provides steady, process-driven support designed to promote financial stability, regulatory confidence, and operational continuity. Known for her integrity, precision, and commitment to ethical billing practices, Erica serves as a trusted partner to organizations operating in compliance-sensitive healthcare environments.

AREAS OF EXPERTISE

- Medical Billing & Revenue Cycle Management (RCM)
- Clean Claim Optimization & Denial Reduction
- Claims Submission & Payment Posting
- Medicaid, Medicare & OWCP Billing
- Provider Enrollment & Credentialing
- Payer Portal Navigation & Issue Resolution
- ERA & EOB Analysis
- Fee Schedule Interpretation & Compliance
- Billing Workflow Design & Optimization
- SOP & Process Documentation
- Revenue Integrity & Audit Readiness
- Compliance-Focused Billing Operations
- Operational Diagnostics & Revenue Recovery
- Practice Financial Stability Support
- Staff Training & Billing Education
- Small Healthcare Business Support
- Fractional Billing Leadership
- Stakeholder & Provider Communication

CONTACT

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