

Ann Marie Giuliano, OCS Founder and President, Ophthalmic AR Specialists, LLC

With a background as an Ophthalmic Technician, Clinical Research Coordinator, and Practice Administrator for 23 years, Ann Marie knows the ins and outs of all aspects of Ophthalmic Revenue Cycle.

Beginning in 1996, as an Ophthalmic Tech in a Cornea practice in South Florida, Ann Marie quickly developed a passion for Ophthalmology. From fitting multifocal and keratoconus contact lenses to assisting in surgery, it was clear she had been bitten by the bug.

From 1997 to 2000, Ann Marie served as an Ophthalmic Technician for a Vitreo-Retina practice in Dayton, Ohio, honing her slit lamp, fluorescein angiography, surgery scheduling and coding skills and earned her COA.

In 2000, she and her family relocated to Huntsville, Alabama where she was in charge of 3 satellite office locations, HIPAA implementation and compliance, technician development and coding compliance for a 5 physician, 55 employee clinic.

In 2003, Ann Marie and her family relocated back to South Florida where she found her true calling. As Practice Administrator to a Glaucoma/Medical Retina multi-physician group, she managed day to day Operations, Recruiting and HR, Marketing, Clinical Trial operations, became a CRC on several major clinical trials, including VEGF-Trap (Eylea), BRAVO, CRUISE (Lucentis for RVO and DME), DARC Certified Retinal Angiographer, all the while supporting a Not-For-Profit Research Foundation and routinely facilitating continuing education CEU Courses for the local Optometric Society.

In March 2010, Ann Marie retired as a Practice Administrator and started Medical AR Specialists, LLC (MARS) an Ophthalmic Medical Billing company in downtown Stuart, Florida and obtained an Ophthalmic Coding Specialist certificate from the AAO. In September 2015, Ann Marie founded Ophthalmic AR Specialists, LLC where she was able to bring the previous 19 years of experience she garnered to aide practices with their challenges such as Billing and Coding, Audits, Forensic Accounting and identification of Employee Embezzlement, Medical Chart Request response, and Accounts Receivable clean up. Ann Marie works with physicians and stakeholders in the selection and implementation of new EMR/PMs and establishes process/procedure guidelines for their existing staff and future growth. She has guided physician clients and successfully submitted over 500 Meaningful Use and MIPS attestations.

Outside of the office, Ann Marie enjoys time cruising the Caribbean with her husband of 36 years, Victor, when they aren't spending quality family time with their 3 adult children and baby granddaughter.