

Speed-to-Value Solutions for Improving Your Bottom Line

A multipronged approach to quickly improve financial and operational performance

For many healthcare organizations, maintaining a healthy margin is elusive. The only way to get ahead and stay ahead is to make quantum leaps forward, as external and internal headwinds are constant.

- **Inflationary Supply Expenses** - Inflationary pressures are impacting the supply chain and increasing supply expense for many organizations.
- **Demand for Perioperative Services** - Pent-up demand for elective perioperative services post-Covid is being met by OR capacity constraints.
- **Increased Length of Stay** - Increased LOS experienced during the pandemic has stabilized at higher levels post-Covid.
- **Tight Labor Market** - A tight labor market has driven up staffing costs via the need for travelers, premium pay, overtime, etc.
- **Revenue Attrition** - High turnover has depleted institutional knowledge and erased previous gains in revenue cycle performance.

Nationally-Recognized Revenue Cycle Solutions



Goals: Complete EHR infrastructure build and implement a revenue cycle optimization program to increase cash, decrease denials, improve account receivable days, and improve patient experience.

Key Value Delivered:

- ▶ **Collected \$48M in additional cash** attributable to the cash acceleration program
- ▶ **Reduced A/R Days 8%**
- ▶ **Decreased Unbilled A/R 44% (\$38M)**
- ▶ **Decreased initial denial rate from 20% to 14%** in one month

(See back for more client results)






Impactful, scalable, and sustainable margin improvement solutions

Service Offerings	Focus Areas	Typical Results
 Revenue Cycle Management	<ul style="list-style-type: none"> • Cash Acceleration • Write-Off/Bad Debt Reduction • Capture Missing Charges 	3-4% NPR Improvement
 Clinical Optimization & Care Transformation	<ul style="list-style-type: none"> • OR Optimization • Reduce LOS/Care Variation • Patient Status Improvements 	2-3% NPR Improvement
 Value Based Care & Risk Stratification	<ul style="list-style-type: none"> • Contract Performance Optimization • Care Model Designs • Digital Health Programs 	5-10% VBC Contracts Improvement
 Supply Chain Optimization	<ul style="list-style-type: none"> • Cost and Utilization Reduction • Operations and Logistics • ERP Integration 	2-3% NPR Improvement
 Workforce Innovation	<ul style="list-style-type: none"> • Predictive Demand/Staffing • Staffing Optimization • Span of Control 	5-10% Reduction in Labor Spend (overtime/premium pay)
 Physician Enterprise	<ul style="list-style-type: none"> • Scheduling/No Show Optimization • Clinical Variation Standards 	3-4% NPR Improvement

Our Client Impact

Reduced LOS & Improved Throughput	Perioperative Efficiency	Labor Cost Reduction	Supply Chain Improvement
<p>Goals: Reduce LOS by 0.5 days and optimize case management roles, processes, and technology.</p>	<p>Goals: Improve efficiency across perioperative services and increase daily OR cases.</p>	<p>Goals: Optimize staffing through labor scheduling automation across the labor management continuum.</p>	<p>Goals: Reduce operating expenses, generate additional revenue, implement value-added supplier contracts.</p>
<p>Key Value Delivered:</p> <ul style="list-style-type: none"> Improved margins - 3-4% of NPR 10-15% LOS reduction Reached best practice observation volume of below 10% of discharges Increased accuracy of patient status assignments 	<p>Key Value Delivered:</p> <ul style="list-style-type: none"> Increased daily OR cases resulting in \$14M additional annual revenue Staffing aligned to OR hours of operation and block schedule Established accountable committee of stakeholders invested in continuous improvement 	<p>Key Value Delivered:</p> <ul style="list-style-type: none"> 8-11% average labor cost savings Decreased cost of care Decreased administrative burden Increased information flow and employee engagement 	<p>Key Value Delivered:</p> <ul style="list-style-type: none"> 2-3% NPR improvement 3.5% reduction in addressable spend Increased standardization of suppliers

The Impact Advisors Difference

Healthcare Focused	Broadly Experienced	Innovative & Result-Driven	Unmatched Performance	Trusted Partners
 <p>Impact Advisors is exclusively focused on healthcare.</p> <p>We know the industry and its challenges, and we know the levers to pull to find value.</p>	 <p>Our team has deep operational expertise in the areas that drive margin.</p> <ul style="list-style-type: none"> Labor Clinical Care Supply Chain Pharmacy Revenue Cycle 	 <p>We offer creative, tailor-made, speed-to-value solutions.</p> <p>And our teams work side-by-side with yours to implement the solutions, so they are sustainable.</p>	 <p>We have a track record of success that few can match.</p> <ul style="list-style-type: none"> Top KLAS performance (15+ years) 100% client satisfaction Sustained growth 	 <p>We prefer a partnership model with shared risk and reward.</p> <p>Exceeding your expectations is our objective. When you succeed, so do we.</p>

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