

Increasing Revenue Cycle Efficiencies with Analytics

Healthcare is undoubtedly being transformed through the shift toward value-based care models. However, the funds necessary to successfully navigate this transition will need to come from highly efficient revenue cycles that optimize today's opportunities. Data analytics tools are an important key to ensuring high-level performance and providing the means to constantly refine revenue cycle systems and processes. Fortunately, revenue cycle transactional systems generate a wealth of detailed information that can help to guide improvement efforts. But sifting through these oceans of data to find meaningful signals can only be effectively done with advanced technologies like Revenue Cycle Advisor.

Dimensional Insight's Revenue Cycle Advisor:

- compiles information from a wide variety of sources and organizes it to highlight challenges and opportunities alike
- helps you to compare your performance with peers and with pre-configured standard measures, based on accepted industry definitions
- guides you to uncover and respond to insights with pre-configured dashboards and intuitive visualizations

Revenue Cycle Advisor integrates revenue cycle data with quality, operational, and outcomes measures from Dimensional insight's extensive family of healthcare applications. This integrated view helps you to see across improvement initiatives throughout your entire enterprise to ensure optimal overall results.

An organization's staff holds the key to attaining the highest possible levels of revenue cycle performance. Dimensional Insight applications provide a trusted, single version of the truth that equips staff with the information needed to make well-informed and truly data-driven decisions.

Built-in Measures Based on Industry Standards

Revenue Cycle Advisor comes with more than 50 standard measures that combine operational data with performance indicators organized into these categories:

- Patient Access
- Pre-Billing
- Claims
- Account Resolution
- Financial Management
- Utilization

Interactive dashboards provide summary information plus opportunities to analyze data on-the-fly.

Key Benefits

- Industry-standard measures that allow for peer performance comparisons
- An accelerated deployment process that allows you to begin improving sooner
- Flexibility to adapt existing measures and add new ones based on your specific requirements
- Built-in governance and collaboration capabilities that help to align stakeholders, subject matter experts, and information consumers
- A design that helps you achieve organization-wide goals for improving care quality, lowering costs, enhancing patient experience, and engaging providers

Key Features

- Pre-configured revenue cycle measures that work with your data, regardless of the source
- Intuitive, easy to use dashboards and self-service analytics tools that promote data-driven decisions across your organization
- Powerful analysis tools to help you get the most out of your data
- Analytics development workbench specifically designed with data owners and subject matter experts in mind
- Direct integration with other Dimensional Insight healthcare applications, such as Hospital Operations, to provide enterprise-wide visibility
- Built with Dimensional Insight's award-winning Diver Platform and Measure Factory technologies
- Flexible deployment options to meet your organization's needs

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Location: All Values (8) Calendar: Calendar Year-to-Date Summary Beginning Month: 2019-07 Ending Month: 2019-12

Measures	MONTH TO DATE			CURRENT COMPLETE MONTH			YEAR TO DATE		
	Nov-2018	Nov-2017	% +/-	Oct-2018	Oct-2017	% +/-	2018	2017	% +/-
Claims Management									
Net A/R Days	42.3	41.4	2.1% ▲	43.6	41.5	4.8% ▲	43.2	41.9	3.0% ▲
% Billed A/R Days > 60	33.2	31.6	4.8% ▲	35.2	31.3	11.1% ▲	36.1	31.6	12.5% ▲
% Billed A/R Days > 90	20.6	22.5	-9.2% ▼	21.4	22.2	-3.7% ▼	21.1	21.5	-1.9% ▼
% Billed A/R Days > 120 Days	12.9	14.6	-13.2% ▼	11.9	12.4	-4.2% ▼	11.8	13.2	-11.9% ▼
Clean Claim Submission Rate	93.5	95.3	-1.9% ▼	94.1	90.3	4.0% ▲	94.5	95.3	-0.8% ▼
Reimbursement									
Denial Rate	6.9	7.3	-5.8% ▼	7.1	6.3	11.3% ▲	7.1	7.3	-2.8% ▼
Denial Write-Off as % of Net Revenue	3.1	3.5	-12.9% ▼	2.9	2.5	13.8% ▲	3.2	3.5	-9.4% ▼
Overturned Denial Rate	85.3	83.6	2.0% ▲	84.6	84.3	0.4% ▲	85.1	89.5	-5.2% ▼
Revenue Integrity									
Net Revenue (\$K)	17,992	16,289	9.5% ▲	17,992	16,289	9.5% ▲	89,960	86,653	3.7% ▲
Average Daily Gross Revenue	740,433	678,356	8.4% ▲	844,433	850,567	-0.7% ▼	834,658	785,865	5.8% ▲
Discharged Not Submitted Days	5.1	5.2	-2.0% ▼	5.3	4.9	7.5% ▲	5.2	5.3	-1.9% ▼
Charges Capture									
Total Charges by Service Date	19,432	18,573	4.4% ▲	20,768	19,243	7.3% ▲	91,456	89,345	2.3% ▲
Charge Lag Days	7.5	7.4	1.3% ▲	7.4	7.2	2.7% ▲	8.1	7.6	6.2% ▲
Late Charges (\$K)	2,961	2,576	13.0% ▲	3,065	2,756	10.1% ▲	14,805	13,583	8.3% ▲
Late Charges as % of Total	3.2	2.8	12.5% ▲	3.1	3.0	3.2% ▲	3.2	2.9	9.4% ▲
Financial Management									
Bad Debt as % of Gross Revenue	0.7	0.8	-14.3% ▼	0.6	0.9	-12.5% ▼	0.7	0.7	0.0% ▲
Charity Care % of Gross Revenue	1.8	1.7	5.6% ▲	1.7	1.7	0.0% ▲	1.8	1.7	5.6% ▲

Standard Measures (KPIs)

Patient Access

- Pre-Registration Rate
- Insurance Verification Rate
- Service Authorization Rate - Inpatient & Observation
- Service Authorization Rate - Outpatient Encounters
- Point-of-Service Cash Collections

Pre-Billing

- Days in Total Discharged Not Final Billed
- Days in Final Billed Not Submitted to Payer
- Days in Total Discharged Not Submitted to Payer
- Average Charge Lag Days

Claims

- Clean Claim Rate
- Late Charges as a % of Total Charges
- Total Charge Delinquencies

Account Resolution

- Aged AR as a % of Total Billed AR
- Aged AR as a % of Billed AR By Payer Group
- Aged AR as a % of Total AR
- Aged AR as a % of AR By Payer Group
- Remittance Denial Rate
- Denial Write-Offs as a % of Net Patient Service Revenue
- Bad Debt
- Charity Care
- Net Days in Credit Balance
- Denials as a % of Gross Revenue
- Percent of Billed AR Over 90 Days
- Percent of Billed AR Without Guarantor Over 90 Days (Self Pay)
- Bad Debt as a % of Net Revenue

Financial Management

- Net Days in Accounts Receivable
- Cash Collection as a % of Net Patient Service Revenue

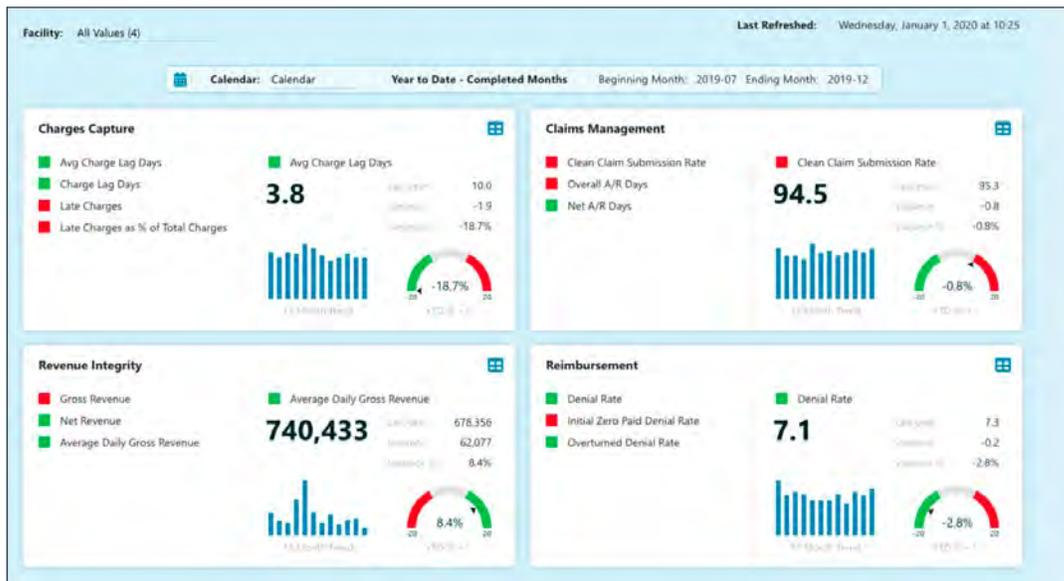
Utilization Measures

- Case Mix Index
- Average Length of Stay
- Case Mix Adjusted Length of Stay

Foundation Measures*

- Total Charges Date of Entry
- Total Charges Date of Service
- Total Payments
- Total Adjustments
- Patient Payments
- Insurance Payments
- Pos Payments
- Bad Debt Write Offs
- Charges Per Visit
- Charges Per Closed Visit
- Payments Per Visit
- Charges Per Discharge
- Payments Per Discharge
- Total Balance
- Insurance Balance
- Patient Balance
- Total Unbilled Balance
- Total Balance 0 To 30 Days
- Total Balance 31 To 60 Days
- Total Balance 61 To 90 Days
- Total Balance 91 To 120 Days
- Total Balance 121+ Days
- Percent AR Unbilled
- Percent AR 0 To 30 Days
- Percent AR 31 To 60 Days
- Percent AR 61 To 90 Days
- Percent AR 91 To 120 Days
- Percent AR 121+ Days
- Total Admissions
- Total Discharges
- Total Hospital Outpatient Visits
- Ambulatory Office Visits
- Available Appointments
- Scheduled Appointments
- Bad Debt Write Offs Amount
- Charity Care Amount

* Some measures are shared with other Dimensional Insight applications.



Executive Dashboard



Receivables Summary



About Dimensional Insight

Dimensional Insight is a leading provider of analytics, data management, and performance management solutions, offering a complete portfolio of capabilities ranging from data integration and modeling to sophisticated reporting, analytics, and dashboards. The company is an eight-time Best in KLAS winner in healthcare business intelligence and analytics, most recently ranking #1 in 2021. Founded in 1989, Dimensional Insight has thousands of customer organizations worldwide. Dimensional Insight consistently ranks as a top performing analytics organization by customers and industry analysts in its core market segments including healthcare, manufacturing, and beverage alcohol. For more information, please visit <https://www.dimins.com/>.



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