

## Revenue Cycle Advisor™



### More than 275 industry standard off-the-shelf KPIs

Revenue Cycle Advisor enables you to quickly monitor and manage your billing, submission, and collection processes. It provides consolidated views of key revenue cycle data sources and metrics that summarize and provide details on efficiency and procedures. Revenue Cycle Advisor will help you identify areas for improvement and discover insufficient processes, resulting in the ability to gain lost revenue.

Information is quickly available for users through dashboards, reports, and ad hoc analytics. Revenue Cycle Advisor provides users access to Claims Management, Charges Capture, Reimbursement, Revenue Integrity, and other measures through Dimensional Insight's analytical dashboards.

Users can view key metrics and then click on any number or graphical view to answer questions about the underlying detail. Users instantly answer questions and gain insight on opportunities for improvement.

Dimensional Insight's Revenue Cycle Advisor helps you make sense of your wealth of data and allows you to focus on relevant data so you can make timely and more informed decisions. This leads to increased collections, reduced denials and write-offs, and overall improvement in revenue cycle performance.

### Benefits of Revenue Cycle Advisor

- **Increase collections and reduce underpayments.** One customer identified \$2,000,000 in underpayments.
- **Reduce write-offs.** A customer recovered \$750,000 in first 4 months of deployment.
- **Improve productivity.** A customer reduced administrative work by 20%.
- **Reduce overtime.** One hospital saved more than \$250,000.
- **Make data more available and empower users.** Self-service dashboards enable up to 90% reduction in the time spent collecting, analyzing, and visualizing data.

# Access to Industry Standard Out-of-the-Box Measures



Revenue Cycle Advisor comes with 275+ out-of-the-box measures that can be quickly implemented in your hospital. These measures include:

- Revenue
- Revenue Integrity
- Unbilled Balances
- Financial Management
- Aging Balances
- Credit Balances
- Aging Ratios
- AR Balances
- AR Aging Balances
- AR Bad Debt

More measures and measure definitions can be accessed on our website at <https://www.healthcare.dimins.com/applications/revenue-cycle-management/>

Measures	MONTH TO DATE			CURRENT COMPLETE MONTH			YEAR TO DATE		
	Jun-2022	Jun-2021	% +/-	May-2022	May-2021	% +/-	2022	2021	% +/-
<b>Revenue</b>									
Gross Pat Svcs Rev (\$K)	32,666	31,741	2.9% ▲	47,998	46,449	3.3% ▲	230,787	213,659	8.0% ▲
Charge Lag Days Avg	2.8	4.8	-41.9% ▼	3.4	3.2	4.3% ▲	3.3	3.2	4.5% ▲
Late Charges (K)	9,334	15,654	-40.4% ▼	17,151	17,602	-2.6% ▼	89,127	84,007	6.1% ▲
Late Charges % Gross Charges	19.6%	30.8%	-36.5% ▼	23.9%	24.7%	-3.0% ▼	24.9%	25.6%	-2.7% ▼
<b>Revenue Integrity</b>									
Contractual Adjustments (\$K)	-4,458	-6,131	27.3% ▲	-6,149	-5,374	-14.4% ▼	-28,767	-19,930	-44.3% ▼
Net Pat Svcs Rev (\$K)	28,208	25,610	10.1% ▲	41,849	41,075	1.9% ▲	202,020	193,729	4.3% ▲
Contractual % Gross Pat Svcs Rev	13.6%	19.3%	-29.4% ▼	12.8%	11.6%	10.7% ▲	12.5%	9.3%	33.6% ▲
<b>Financial Management</b>									
Bad Debt Adjustment Accounts	2	21	-90.5% ▼	1	23	-95.7% ▼	15	62	-75.8% ▼
Bad Debt Adjustments (\$K)	0	-146	100.0% ▲	0	-233	100.0% ▲	68	-417	116.2% ▲
Bad Debt % Net Pat Svcs Rev	0.0%	0.6%	-100.0% ▼	0.0%	0.6%	-100.0% ▼	-0.0%	0.2%	-115.5% ▼
Charity Accounts	23	26	-11.5% ▼	24	22	9.1% ▲	92	78	17.9% ▲
Charity Adjustments (\$K)	-96	-39	-149.9% ▼	-19	-130	85.7% ▲	-339	-494	31.4% ▲
Charity % Net Pat Svcs Rev	0.3%	0.2%	126.9% ▲	0.0%	0.3%	-86.0% ▼	0.2%	0.3%	-34.2% ▼
Denial Adjustment Accounts	41	42	-2.4% ▼	60	44	36.4% ▲	207	167	24.0% ▲
Denial Adjustments (\$K)	-219	-260	15.5% ▲	-228	-367	37.9% ▲	-1,845	-2,899	36.4% ▲
Denials % Net Pat Svcs Rev	0.8%	1.0%	-23.3% ▼	0.5%	0.9%	-39.0% ▼	0.9%	1.5%	-39.0% ▼
<b>Utilization</b>									
Acute ALOS	5.09	4.64	9.8% ▲	4.34	4.79	-9.5% ▼	4.57	4.61	-0.9% ▼
Acute CMI Adjusted ALOS	3.23	3.06	5.6% ▲	2.67	3.19	-16.1% ▼	2.90	3.19	-9.1% ▼
Acute All Payer Case Mix	1.67	1.60	4.5% ▲	1.69	1.60	5.5% ▲	1.65	1.52	8.6% ▲
Overall ALOS	4.92	4.49	9.7% ▲	4.18	4.65	-10.1% ▼	4.40	4.45	-1.1% ▼
Medicare Case Mix	1.75	1.64	6.7% ▲	1.74	1.60	8.9% ▲	1.68	1.54	8.7% ▲

# Part of Dimensional Insight's Library of Applications



Revenue Cycle Advisor is built on Dimensional Insight's award-winning enterprise analytics platform and is part of the company's library of off-the-shelf applications. Deploying these applications results in deep and sustained clinical, financial, and operational improvements that impact patient care and your organization's bottom line. Dimensional Insight Platform and Library of Applications satisfy your health system's enterprise reporting needs.

## Benefits to the Library of Applications approach

- **Data trust across departments.** Data governance ensures the use of consistent, standardized, validated, and documented business rules and measures across applications. This means all departments are using the same definitions for decision-making.
- **Quick to implement.** Dimensional Insight uses a proven process that leads to short implementation times and quick time to value. Applications build on previously implemented Dimensional Insight apps, leading to even shorter deployment times, especially when compared to department-specific apps from multiple vendors.
- **Lower overall costs.** Because our apps are all built upon Dimensional Insight Platform, hospitals do not incur the high costs associated with licensing and supporting solutions from multiple vendors.
- **Designed to be customizable.** Users access 1,000s of off-the-shelf industry-standard business rules that can be deployed "as is" or adjusted to your unique requirements.
- **Consistent look and feel across application areas.** Applications all have a consistent, intuitive look and feel. Moving from one application to another is seamless. Executives and other users do not have to learn several applications.



# Built on the award-winning, healthcare enterprise analytics platform: Dimensional Insight Platform®

- **Best in KLAS Healthcare Business Intelligence & Analytics platform.** Our customers have perennially rated Dimensional Insight Platform #1.
- **Leading edge technology.** Enterprise analytics platform combines ETL, data management, and self-service analytics to provide a powerful engine that generates results for all types of users.
- **Data Governance.** Rigorous processes that manage and protect data ensure data trust and consistency across the organization.
- **Custom development.** Since Dimensional Insight is a development platform, customers can modify existing Dimensional Insight applications or build new ones on their own, giving them the best of both worlds.
- **Data when and where you want it.** Users can easily access data from their desktop, laptop, tablet, or phone.
- **Multiple deployment options.** Organizations can host deployment on site, in the cloud, or via SaaS.

## Other Dimensional Insight applications:

- Hospital Operations
- Ambulatory Operations
- Surgery Advisor
- Enterprise Hospital Productivity Advisor
- Outcomes Advisor
- General Ledger Advisor
- Physician Performance Advisor
- Emergency Department Advisor
- ICU Advisor
- Inventory Advisor
- Revenue Cycle Advisor

SEE OUR CUSTOMER RATINGS IN ANALYST RESEARCH



### 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 a ten-time Best in KLAS winner in healthcare business intelligence and analytics from 2009 to 2024. 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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