



Revenue Recognition Automation

Urgent and Primary Healthcare Provider

Developed and implemented an automated Revenue Recognition model to streamline the recording and booking of accrual revenue in the Income Statement, with the flexibility to capture snapshots on a designated date each month, ensuring timely and accurate financial reporting

Healthcare provider company needs a “accurate view” into the Revenue Recognition

Picture this...

You're a rapidly expanding healthcare provider, growing through the acquisition of new practices. However, your monthly close process is cumbersome, labor-intensive, and prone to discrepancies due to manual errors and non-standardized procedures, as it requires manually downloading transaction data for each practice and building a model to recognize revenue for the given month

You turn to Accordion.

We collaborate with your team to design and implement a scalable, automated Revenue Recognition model that seamlessly calculates revenue to be recorded in the Income Statements, streamlining your financial close process and minimizing manual intervention

- 1) Develop a robust, scalable, and automated data model for the Revenue Recognition process across all practices, ensuring consistency and efficiency while accommodating the complexities of multi-practice financial reporting
- 2) Utilize historical payer payment patterns to forecast collectable amounts across practices, clinics, service types, and Procedure Codes (CPT), enabling data-driven insights into payer behavior and more accurate revenue forecasting
- 3) Customize the model to capture transaction snapshots and calculations on a specified day each month (e.g., the 10th), and build a comprehensive reporting layer that provides actionable revenue metrics that can be directly incorporated into the Income Statements

Your value is enhanced.

You have eliminated the 36 man-hours of manual effort per facility each month and significantly enhanced the accuracy of the Revenue Recognition process through complete end-to-end automation. Additionally, the solution enables near real-time monitoring and tracking through an integrated reporting layer, providing greater transparency and control over financial operations

HEALTHCARE

KEY RESULT

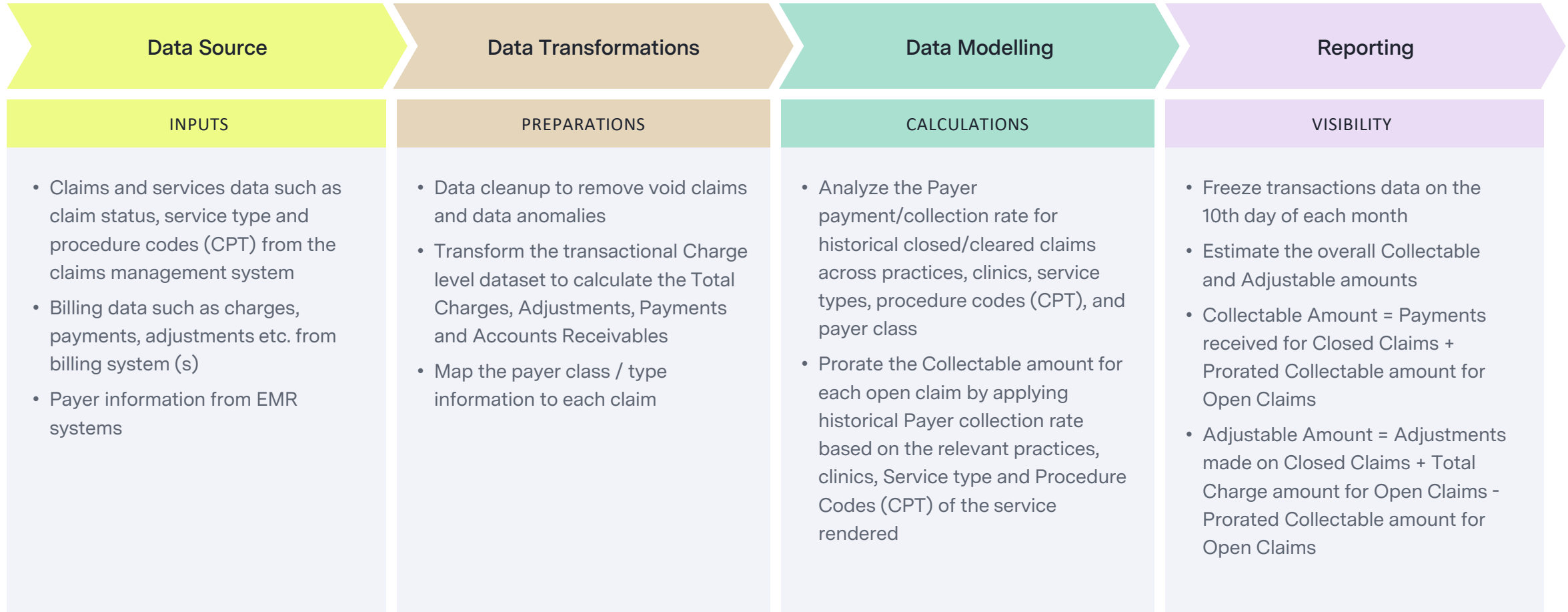
- Automation of the Revenue Recognition and improved accuracy
- Eliminated 36 man-hours of effort per facility each month

VALUE LEVERS PULLED

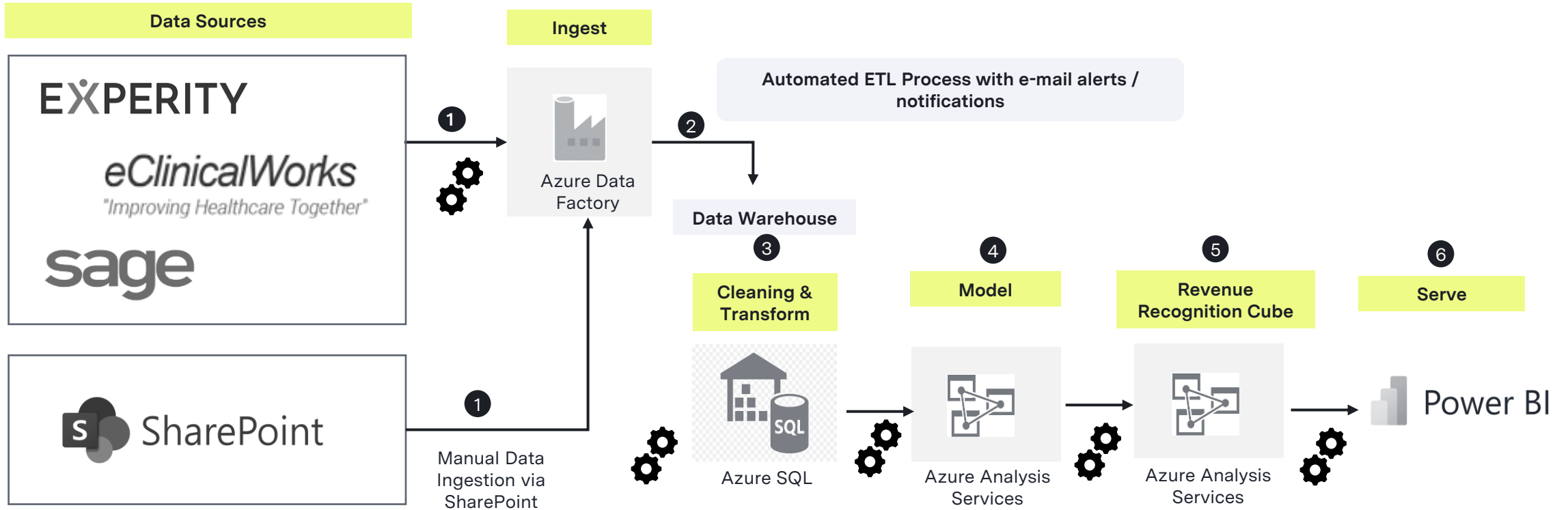
- Revenue Recognition Automation
- Payer Collection Rate

Methodology/Approach

Steps followed for automating the Revenue Recognition process.

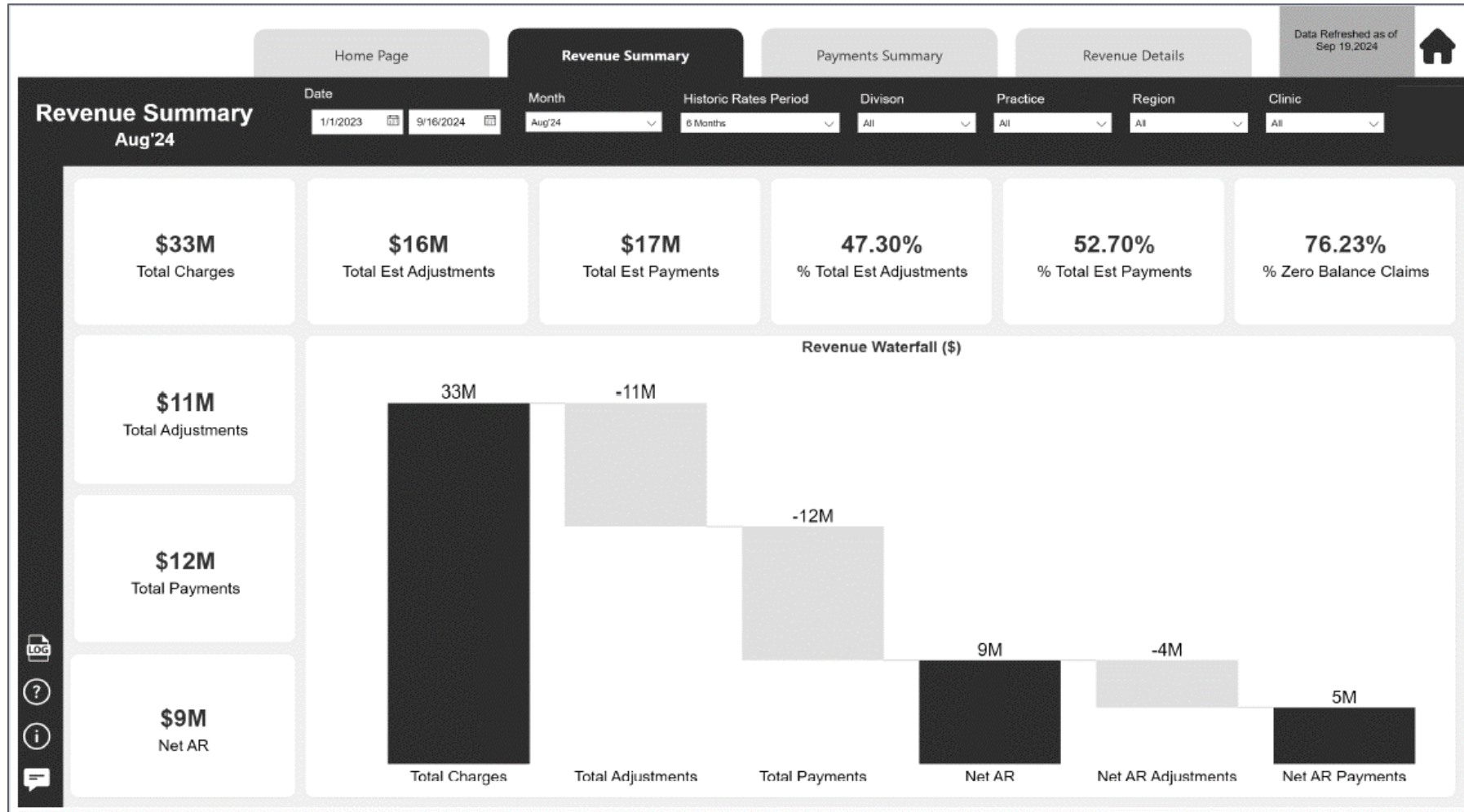


Datawarehouse Architecture design



- 1 Built an **Enterprise Datawarehouse** connecting different data sources through automated data pipelines and transformed raw data as per business requirements
- 2 Developed an automated **ETL** process to load the data into **data warehouse** daily and configured e-mail alerts/notifications to monitor the overall ETL process
- 3 Incorporated **automated data validation** and **reconciliation rules** at every step across the entire ETL process to ensure accuracy and consistency in data
- 4 Created a **Tabular data model** on **Azure Analysis services** and **developed ready-to-serve data marts for analytical and reporting purposes**
- 5 Developed a **Revenue Recognition cube** on **Azure Analysis services data model** and customized to the business requirements
- 6 Developed **Power BI dashboards** on top of the Analysis services to monitor and track business performance

Revenue Summary



Total Est Payments which is calculated based on actual payments and projected payments based on historical behaviors to be used in the Income Statement for revenue recognition

Select desired lookback timeframe to analyse the Payer payments historical behaviour. Can be customized to 3,6,9, and 12 months depending on business requirements

Practice and Clinic Level Summary

Home Page

Revenue Summary

Payments Summary

Revenue Details

Data Refreshed as of
Sep 19, 2024

Revenue Details

Aug'24

Date

1/1/2023

9/16/2024

Month

Aug'24

Historic Rates Period

6 Months

Division

All

Practice

All

Region

All

Clinic

All

Revenue Details

Practice	Total Charges	Total Payments	Total Adjustments	Net AR	Total Est Payments	Total Est Adjustments	% Total Est Payments	% Total Est Adjustments
Practice - 7	\$10,763,812	\$5,113,856	\$2,410,489	\$3,239,468	\$7,394,238	\$3,369,576	68.70%	31.30%
Clinic - 124	\$807,668	\$366,184	\$171,796	\$269,688	\$547,815	\$259,852	67.83%	32.17%
Payor - 14	\$288,255	\$159,403	\$95,183	\$33,668	\$178,110	\$110,144	61.79%	38.21%
Payor - 15	\$145,566	\$23,541	\$4,802	\$117,224	\$113,692	\$31,874	78.10%	21.90%
Payor - 7	\$117,290	\$41,708	\$30,326	\$45,256	\$63,069	\$54,221	53.77%	46.23%
Payor - 10	\$72,338	\$52,827	\$8,541	\$10,970	\$61,442	\$10,896	84.94%	15.06%
Payor - 11	\$49,253	\$24,924	\$10,926	\$13,403	\$31,091	\$18,162	63.13%	36.87%
Payor - 51	\$40,954	\$14,677	\$17,711	\$8,566	\$18,404	\$22,549	44.94%	55.06%
Payor - 1	\$36,500	\$33,244	\$0	\$3,256	\$36,366	\$134	99.63%	0.37%
Payor - 69	\$18,335	\$4,461	\$961	\$12,913	\$12,931	\$5,403	70.53%	29.47%
Payor - 73	\$15,809	\$2,446	\$257	\$13,106	\$15,421	\$388	97.55%	2.45%
Payor - 3	\$11,558	\$5,636	\$3,775	\$2,147	\$6,738	\$4,820	58.29%	41.71%
Payor - 71	\$7,688	\$2,530	\$44	\$5,114	\$7,068	\$620	91.93%	8.07%
Payor - 23	\$2,571	\$75	\$0	\$2,496	\$1,447	\$1,124	56.27%	43.73%
Payor - 38	\$1,061	\$0	\$0	\$1,061	\$998	\$63	94.09%	5.91%
Payor - 4	\$490	\$426	\$49	\$15	\$436	\$54	88.90%	11.10%
	\$0	\$287	(\$779)	\$492	\$602	(\$602)	0.00%	0.00%
Clinic - 98	\$712,095	\$313,396	\$142,546	\$256,153	\$500,859	\$211,236	70.34%	29.66%
Payor - 14	\$233,594	\$130,679	\$81,861	\$21,054	\$141,671	\$91,923	60.65%	39.35%
Payor - 15	\$184,181	\$35,706	\$7,960	\$140,515	\$147,431	\$36,750	80.05%	19.95%
Payor - 7	\$85,623	\$34,606	\$25,740	\$25,278	\$46,734	\$38,889	54.58%	45.42%
Payor - 10	\$55,252	\$40,887	\$6,605	\$7,760	\$46,741	\$8,511	84.60%	15.40%
Payor - 1	\$37,881	\$33,019	(\$33)	\$4,895	\$37,855	\$26	99.93%	0.07%
Total	\$32,814,788	\$12,166,014	\$11,235,203	\$9,413,571	\$17,291,982	\$15,522,817	52.70%	47.30%

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Detailed break-up of the recognized revenue at a clinic/ practice and payer level