SUCCESS STORIES - SUMMARY

Project Name	Client	Brief Description	Services	Impact
Financial Planning and Analysis	Medical Equipment Company	**Built dashboards** on Tableau to **track the monthly revenue** generated and identify **accounts receivable trends**. Also, created a reconciliation report to ensure reports' data matches financial close data.	▪ Revenue Report ▪ AR Aging Report ▪ Financial Reconciliation Report	▪ Automated dashboards saved **4 FTE bandwidth every month**

Industry	Sub-Industry	Domain	Functional Area	B2B/B2C
Healthcare	Medical Equipment	FP&A	Financial Performance Analysis	B2C

Medical Equipment Company
(Financial Planning and Analysis)

- **Built dashboards** on Tableau to **track the monthly revenue** generated and identify **accounts receivable trends.** Also, created a reconciliation report to ensure reports' data matches financial close data.

FINANCIAL PLANNING AND ANALYSIS FOR A MEDICAL EQUIPMENT COMPANY

ABOUT THE CLIENT

Client is a **Durable Medical Equipment (DME) company** based in the U.S. and operating in almost all the states

SITUATION

- Client was facing issues with creating a YoY comparison of revenue by region and product category due to multiple acquisitions done by client which led to constant change in patient branches mapping, product categories, and operations regions. Also, client was facing issues in having an automated system to calculate their Account Receivables reports by Invoice Age for each payor every month

- Merilytics partnered with the client to develop a data pipeline for over 20 different branches. The branches get consolidated into one single database at the end of every month, using snapshots. This mitigates the issue of changing branches.

VALUE ADDITION

- **Consolidated data** across 20 different business units using custom built SSIS models. The business units had different data sources and different methodologies to recognize revenue, including multiple manual adjustments and calculate account receivables

- **Designed a methodology** to identify changes to the branch-region mapping at the end of every month to help reconcile the numbers against the Business entity level Financial statements.

- **Built automated self-service financial dashboards on Tableau** to track the Accounts Receivable (by age, region, entity etc.) and to track the monthly revenues by product categories and regions
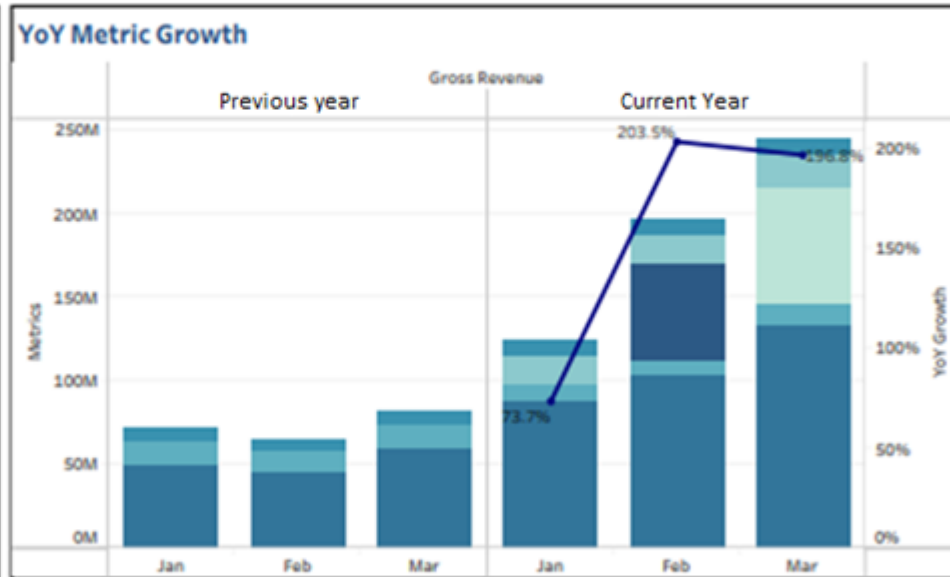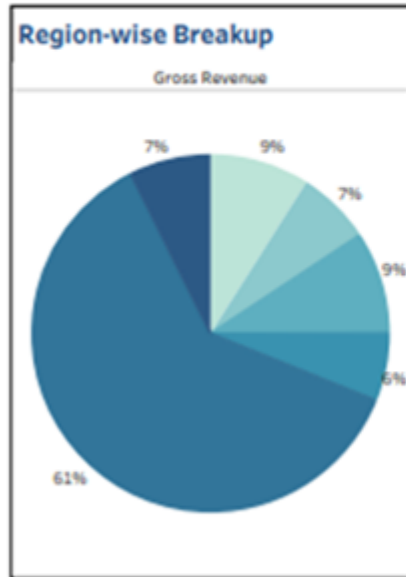
IMPACT

- The **Revenue by Region report** helped the client to **have real time reporting of revenue at a region and product category level.**

- The single source of truth built for the monthly data **helped the client identify poor performing regions and products**. It also **helped in establishing strong data governance and driving higher accuracy** across organization's reports by identifying data gaps in automated database refreshes.

- The **AR Aging report** helped the client to have visibility into overall balance amounts across months and **identify high risk regions/insurance** in terms of outstanding amount**.**

- These **automated dashboards saved 4 FTE bandwidth** (that was going to create these reports manually) every month.

REVENUE BY REGION

YoY trend and region-wise split for revenue.

The view helped the client track the YoY changes in revenue share by region and identify high growth markets

Analysis by Region

Analysis on a Region level

Region-wise Breakup

Gross Revenue

YoY Metric Growth

Gross Revenue

Region: Region 1   Region 2   Region 3   Region 4   Region 5   Region 6

GI Year
All

GI Period
Multiple values

Region
All

New Region
All

PT Branch
All

Hcpc
All

HCPC Category
All

4
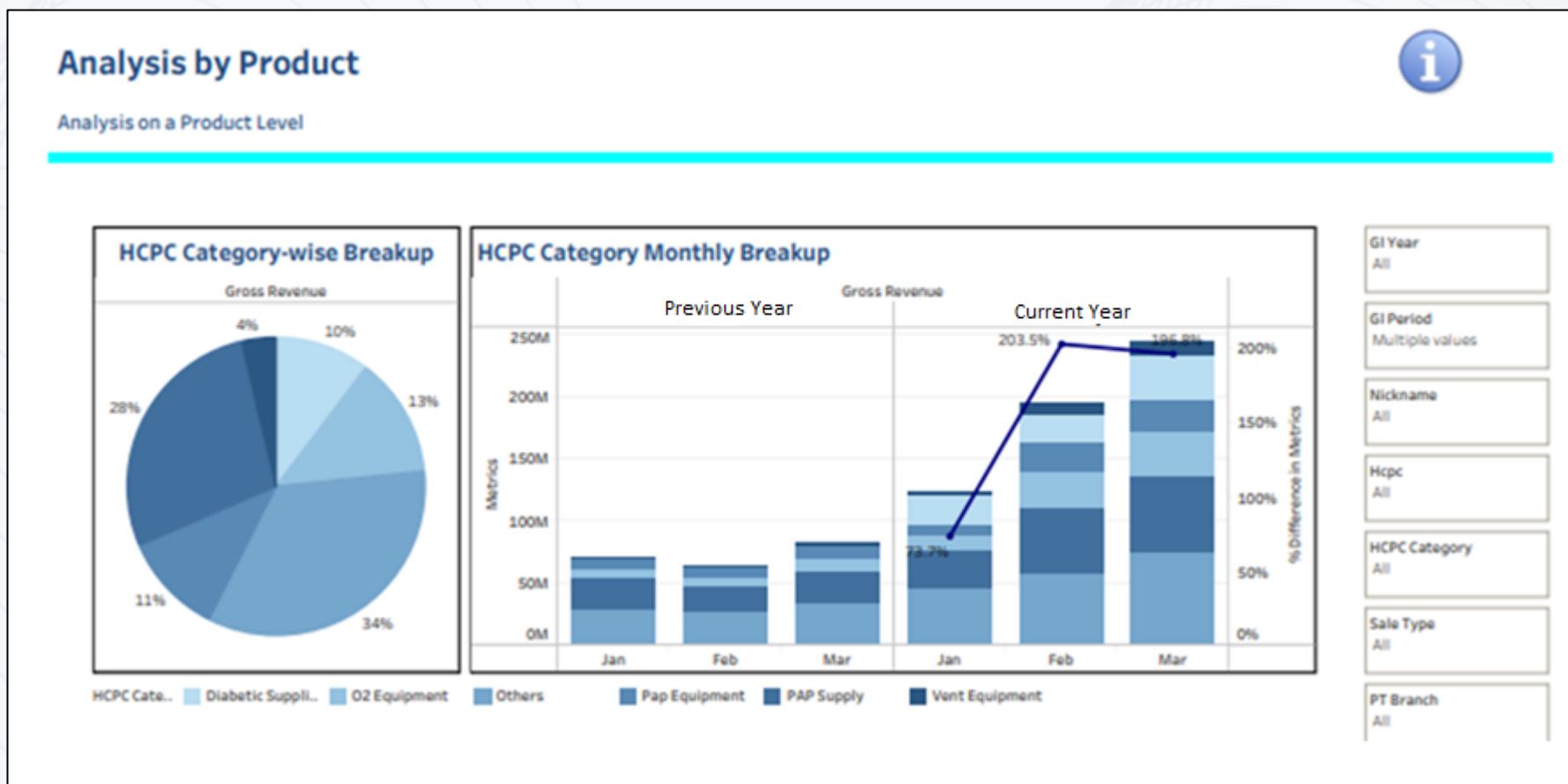
REVENUE BY PRODUCT

FINANCE STATUS SPLIT OF REVENUE

Breakdown of revenue by financial status and product category.

The view helps identify the products with high traction and the risk on non-payment or financial non-compliance

Revenue by Product

Last Refreshed Time

Revenue generated at Product category level

Revenue by HCPC Category

Sale Type	HCPC Category	Gross Revenue	Total Adjustments	LM SNAP Accrual	CM Snap Accruals	LM Open	CM Opens	LM Stops	CM Stops	Asset Recovery	Assetrecovery Adj	Tot Reven.
Grand Total												
Null	Null	1,006,784	-17,584			6,356	14,436	19,171	4,210	0	0	98
	#N/A	0										
	AP Refunds	0										
	Diabetic Supplies - CG.	0				463,724		2,752				-46
	Diabetic Supplies - Ot.	0				27,021		0				-2
	Entral Equip	12,392	-423				518		0	-7,200	1,200	
	entral Supply	388,761	-17,002				50,893		0	0	-382	42
	Exception	0										
	Hospice	0				0		0				
	Insulin Pump - Purcha.	0				0		0				
	Insulin Pump - Rental	0				0		13,649				-2
	Insulin Pump Supplies	0				218,775		0				-21
	Misc/Others	0										
	Other	0										
	Other Adjustments	0										
	others	0	0			402	41,872	346	385	0	0	4
	0	0										
	Breast Pumps	0										
	Covid Special Items	0										
	Custom Rehab	0										
	Diabetic Supplies	0										
	Diabetic Supplies - CG.	912,086	-1,756	0	0	8,268	0	0	0	0	0	90
	Diabetic Supplies - Ot.	7,522	15	0	0	0	0	0	0	0	0	

GI Period

Hcpc
All

New Region
All

PT Branch
All

GI Year

Nickname
All

Region
All

Payor Name
All

Sale Type
All

FP&A REPORTING

Accounts Receivable by their age and payer type.

The report helps identify the AR Aging for different types of Payers including Patients and Insurance agencies

Account Receivable Trends

EOM Date	Region	Nick Name	
	Region1	(All)	Last GL month available:
			AR Balance as of :

AR Aging data

Payer	Current	31-60 Days	61-90 Days	91-120 Days	121-150 Days	151-180 Days	181-360 Days	>360 Days	Grand Total
Non-Patient Pay	$9,096,626	$1,710,674	$1,262,156	$1,038,480	$1,009,295	$747,660	$2,308,623	$362,018	$17,535,533
Patient Pay	$2,198,231	$1,396,885	$866,005	$602,497	$599,193	$488,841	$2,296,760	$2,278,306	$10,726,718
Patient Pay - Asset Recovery	$65,873	$136,795	$110,160	$165,396	$89,602	$72,555	$521,612	$570,067	$1,732,060
Grand Total	$11,360,730	$3,244,354	$2,238,321	$1,806,373	$1,698,090	$1,309,056	$5,126,995	$3,210,392	$29,994,311