

Financial planning & analysis

Medical equipment company

Analyzed the historical sales data and developed an accurate patient attrition reporting. Also, built Tableau & Calumo (FP&A tool) based FP&A dashboards

Medical equipment company needs to measure patient churn

Picture this...

You're looking for an accurate patient attrition reporting by building Tableau and Calumo (FP&A tool) based FP&A dashboards. There is a sizable opportunity to streamline and better track the attrition of patients leading to more accurate financial forecast for next period and automate the current manual / Excel based FP&A reporting.

You turn to Accordion.

We partner with your team to analyze the historical sales data and develop an accurate patient attrition reporting by building Tableau & Calumo (FP&A tool) based FP&A dashboards, including:

- 1) Analyzing the historical sales data and calculated the annual attrition rates across the regions while also providing an early indicator of patient's attrition to adopt an appropriate course correction (06-month attrition rate)
- 2) Developing Tableau based dashboards to track the Accounts Receivable (by age, region, entity etc.), Revenue collection, Average Allowable, unapplied payments, etc.
- 3) Automating the manual monthly Financial Reporting by building various Calumo based reports & dashboards

Your value is enhanced.

You can better forecast the revenue and identify high attrition segments of the through the analysis. You have FP&A dashboards enabled to track the Account Receivables, identify the priority age buckets and estimate the cash reserve for future. You are also able to track all the financials such as P/L, B/S, Cash flow, etc. with ease and least manual intervention.

KEY RESULT

- Impact 1...
- Impact 2...

VALUE LEVERS PULLED

- Account receivables, P/L, balance sheet
- Cash flow analysis
- Revenue and profit forecasting
- Tableau and Calumo reporting

Situation

- Client had an opportunity to streamline and better track the attrition of their patients leading to more accurate financial forecast for next period and automate the current manual / Excel based FP&A reporting.
- Partnered with the client to develop an accurate patient attrition reporting and build Tableau and Calumo (FP&A tool) based FP&A dashboards.

Accordion Value Add

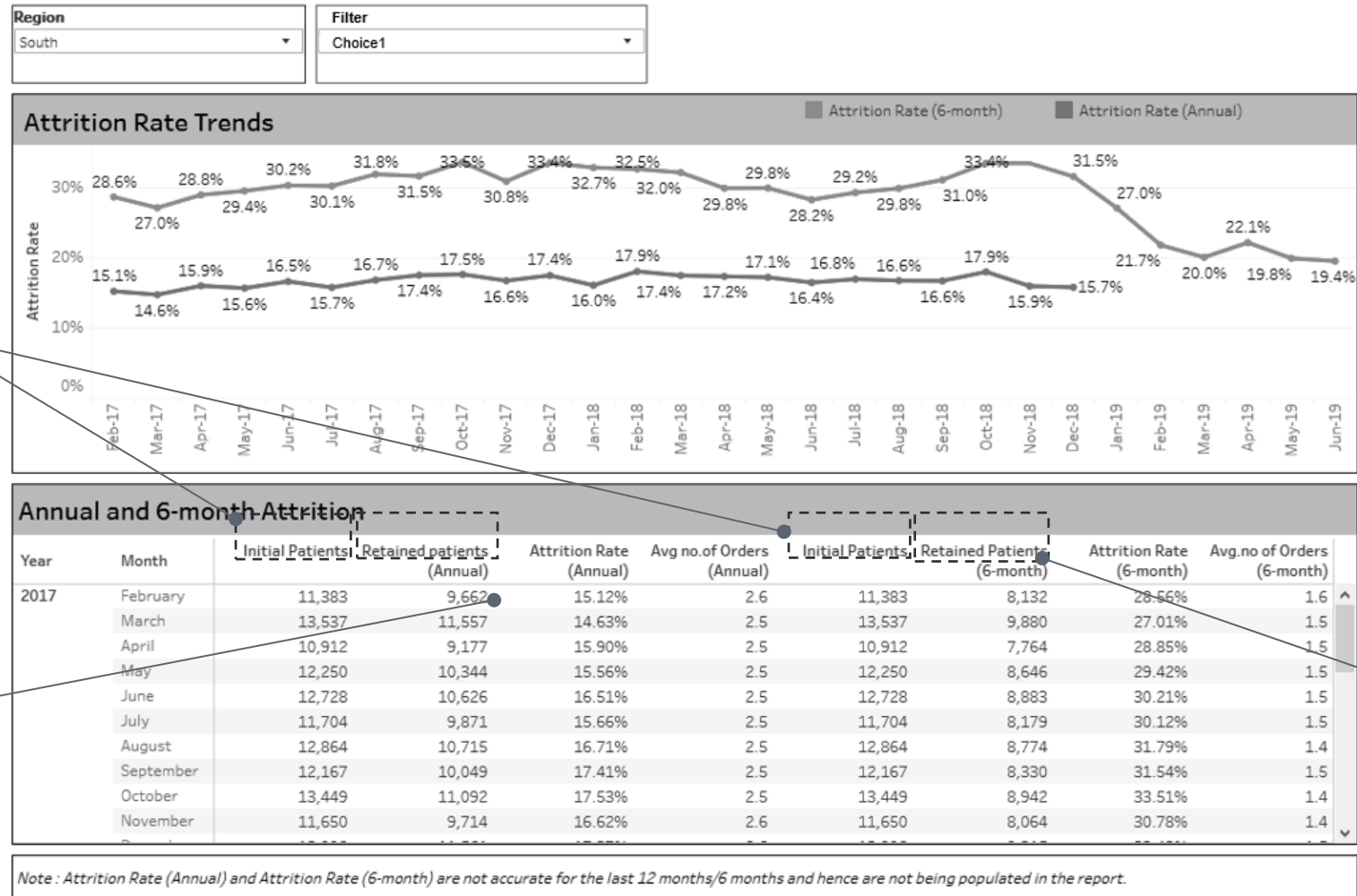
- Analyzed the historical sales data and calculated the annual attrition rates across the regions while also providing an early indicator of patient's attrition to adopt an appropriate course correction (06-month attrition rate)
- Developed Tableau based dashboards to track the Accounts Receivable (by age, region, entity etc.), Revenue collection, Average Allowable, unapplied payments, etc.
- Automated the manual monthly Financial Reporting by building various Calumo based reports & dashboards

Impact

- Our analyses helped the client to better forecast the revenue and identify high attrition segments of the company
- Our FP&A dashboards enabled the client to track the Account Receivables, identify the priority age buckets and estimate the cash reserve for future time periods
- Enabled the client to track all the financials such as P/L, B/S, Cash flow, etc. with ease and least manual intervention

Patient attrition analysis

PC1 Resupply Annual and 6-month Attrition



Patients who purchased the product in the given month

Number of patients retained in the next 12 months from the initial month of purchase

Number of patients retained in the next 6 months from the initial month of purchase

FP&A reporting

Accounts Receivable
by their age and
payor type

Account Recievable Trends

EOM Date
10/31/2019

Region
Region1

Nick Name
(All)

Last GL month available: 8/31/2019

AR Balance as of 11/4/2019

AR Trend by Payor

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

P&L Trends

Entities
Calendar

► South

► Nov 2019

(dollars in thousands)

PL Trend		Nov 2019	Oct 2019	Sep 2019	Aug 2019	Jul 2019	Jun 2019	May 2019	Apr 2019	Mar 2019	Feb 2019	Jan 2019	Dec 2018	Nov 2018	YTD 2019	LTM
Rental Revenue	O/M	\$6,377	\$7,777	\$6,815	\$5,960	\$6,305	\$6,256	\$6,353	\$6,700	\$5,095	\$6,157	\$5,651	\$5,144	\$6,914	\$75,171	\$63,113
Purchase Revenue	O/M	\$6,479	\$8,005	\$7,725	\$7,227	\$7,430	\$6,764	\$6,295	\$6,131	\$5,496	\$6,720	\$5,202	\$4,679	\$6,796	\$75,171	\$63,113
Other Rev & Adj	O/M	\$5,101	\$5,070	\$5,171	\$5,102	\$5,142	\$5,102	\$5,121	\$5,001	\$5,170	\$5,157	\$5,101	\$5,101	\$5,101	\$5,101	\$5,101
Net Revenue	O/M	\$17,834	\$19,794	\$17,677	\$13,068	\$14,349	\$12,349	\$12,299	\$12,351	\$10,391	\$12,315	\$10,391	\$9,820	\$12,315	\$12,315	\$12,315
COGS	O/M	\$2,580	\$2,625	\$2,627	\$2,626	\$2,557	\$2,558	\$2,548	\$2,555	\$2,475	\$2,533	\$2,475	\$2,475	\$2,475	\$2,475	\$2,475
Gross Margin	O/M	\$15,254	\$17,169	\$15,050	\$10,442	\$11,792	\$9,791	\$9,751	\$9,796	\$7,916	\$9,782	\$7,916	\$7,345	\$9,840	\$9,840	\$9,840
% of Revenue		79.5%	79.5%	79.5%	79.5%	79.5%	79.5%	79.5%	79.5%	79.5%	79.5%	79.5%	79.5%	79.5%	79.5%	79.5%
Labor	O/M	\$2,720	\$4,002	\$2,620	\$2,668	\$2,760	\$2,714	\$2,303	\$2,515	\$2,096	\$2,582	\$2,577	\$2,325	\$2,620	\$2,620	\$2,620
Occupancy	O/M	\$289	\$284	\$289	\$284	\$272	\$270	\$270	\$270	\$270	\$270	\$270	\$270	\$270	\$270	\$270
Other Operating Expenses	O/M	\$4,216	\$1,278	\$1,490	\$1,420	\$1,400	\$1,473	\$1,402	\$1,473	\$1,473	\$1,473	\$1,473	\$1,473	\$1,473	\$1,473	\$1,473
Bad Debt	O/M	\$181	\$1,424	\$140	\$123	\$810	\$806	\$806	\$103	\$103	\$103	\$103	\$103	\$103	\$103	\$103
Depreciation	O/M	\$230	\$1,370	\$1,323	\$1,373	\$1,360	\$1,373	\$1,360	\$1,360	\$1,360	\$1,360	\$1,360	\$1,360	\$1,360	\$1,360	\$1,360
Operating Expenses	O/M	\$6,899	\$8,332	\$6,794	\$6,864	\$6,892	\$6,894	\$6,892	\$6,894	\$6,894	\$6,894	\$6,894	\$6,894	\$6,894	\$6,894	\$6,894
Corporate Expense Allocation	O/M	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Operating Income	O/M	\$8,935	\$11,437	\$10,256	\$6,178	\$7,447	\$5,897	\$5,857	\$5,857	\$5,857	\$5,857	\$5,857	\$5,857	\$5,857	\$5,857	\$5,857
Other Expense	O/M	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141
Interest Expense, net	O/M	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1
Amortization	O/M	\$114	\$114	\$114	\$114	\$114	\$114	\$114	\$114	\$114	\$114	\$114	\$114	\$114	\$114	\$114
Loss on Extinguishment of Debt	O/M	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1
Other (Income) Expense	O/M	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141	\$141
Pre-Tax Income	O/M	\$8,882	\$11,386	\$10,115	\$6,037	\$7,306	\$5,756	\$5,716	\$5,716	\$5,716	\$5,716	\$5,716	\$5,716	\$5,716	\$5,716	\$5,716
Taxes	O/M	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1
Net Income	O/M	\$8,881	\$11,385	\$10,114	\$6,036	\$7,305	\$5,755	\$5,715	\$5,715	\$5,715	\$5,715	\$5,715	\$5,715	\$5,715	\$5,715	\$5,715
% of Revenue		49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%
EBITDA		\$8,881	\$11,385	\$10,114	\$6,036	\$7,305	\$5,755	\$5,715	\$5,715	\$5,715	\$5,715	\$5,715	\$5,715	\$5,715	\$5,715	\$5,715
% of Revenue		49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%	49.5%

Profit and Loss
reporting in FP&A tool
(Calumo)