Mede/Analytics®

Is your patient accounting system holding you back?

Achieve unprecedented returns using analytics

Patient Accounting Systems (PAS), as deployed by vendors such as Epic and Cerner, are great at what they do—improving clinical integration and streamlining revenue cycle functions. However, these solutions aren't able to provide the level of analytics necessary to make critical decisions or improve performance.

Until your PAS can deliver powerful, real-time, self-service insights, you need an analytics platform to succeed.

How MedeAnalytics stacks up	Leading Patient Accounting Systems	Mede/Analytics®
Scheduling	Advanced	None
Pre-registration workflow	Advanced	Advanced
Patient payment processing	Advanced	Basic
Customized reporting	Limited	Advanced
Self-service, real-time analytics	Limited	Advanced
Drill-down capabilities/root cause analysis	Limited	Advanced
Denials management	Limited	Advanced
Trending capabilities	Limited	Advanced
Claim- and physician-level detail	None	Advanced
Reserves management	Limited	Advanced
Historical snapshots	None	Advanced
Very large data set handling	Limited	Advanced
Export and edit capability of data/reports	Limited	Advanced
Automatic scheduling of reports	None	Advanced
Data normalization and unification	Basic	Advanced
Agile platform innovation	Limited	Advanced

Value delivered to MedeAnalytics clients

By complementing Epic or Cerner with MedeAnalytics, providers have been able to achieve:

💲 Revenue

$12.9M
gross revenue equivalent in avoided denials

$180K
identified in underpayment opportunities

11%
decrease in denial rate

5%
reduction in costs to collect

15%
increase in self-pay collections

$1M
physician improvement opportunity

🎯 Performance

159%
increase in rate of return per CDI specialist/month

10-25%
reduction in uncompensated care/bad debt

18%
increase in appeal success rate

128%
improvement in CC/MCC capture rate

21%
increase in CMI

15%
reduction in AR days

Efficiency & Productivity

80%
reduction in time needed to retrieve and consolidate data

Tracked
open AR by work queues and staff month-to-month

Automated
month-end financial reporting

Reduced
analytics request backlog

> *"MedeAnalytics ... was a primary factor in our success with our Epic conversion, and we continue to find new and innovative ways to analyze our data. I wouldn't want to manage accounts receivable without MedeAnalytics."*
>
> *- VP, Revenue Management*

> *"There's a perception that you won't need MedeAnalytics if you have Epic... But once you get into it, you figure out that you can't do without MedeAnalytics."*
>
> *- Hospital Revenue Systems Manager*

Potential returns with MedeAnalytics

Let's consider a mid-sized hospital system that uses Epic EHR but lacks an integrated, real-time analytics platform. We'll assume the following:

▸ $2.8B average annual revenues

▸ 3% of annual revenues written off to bad debt/ uncompensated care

▸ 12,000 billing denials per month

▸ $850 average write-off per billing denial

By implementing MedeAnalytics' Business Office Suite, this hospital could anticipate generating a positive ROI in under a year, with steady returns over the next three years.*

Three-year return

Year 1	$1,369,903
Year 2	$3,318,210
Year 3	$5,510,056

3-year ROI:

187%

3-year Net Present Value:

$2.9M

Payback from Go-Live date:

6.6 months

"Epic offers reporting, not analytics. When I have to work with IT to get reports, it takes time, and they don't understand our business the way we do."

- Hospital Revenue Systems Manager

A recent KLAS survey found that **63%** of hospitals struggle with **real-time analytics.**

Top areas of revenue cycle savings

Billing denials

$2.8M

Cost to collect

$2.2M

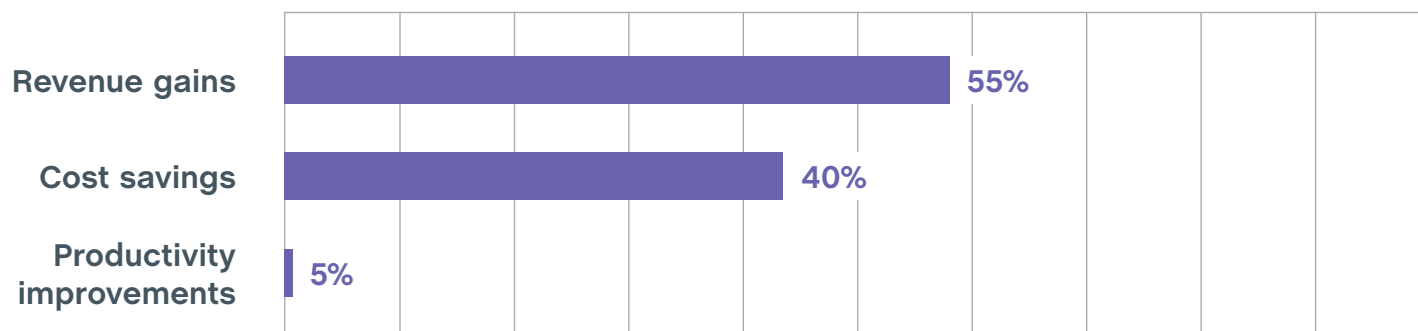*Uncompensated care / bad debt*

$274K

Time needed to retrieve & consolidate data

$261K

* Based on MedeAnalytics' historical data and analysis provided by MedeAnalytics customers and are estimates only. The actual ROI realized by customers may vary from the estimates provided.

Key value drivers

Analysis by value drivers reveals the greatest opportunities are in revenue gains and cost savings, shown as percentages of the total 3-year return.

Revenue gains	55%
Cost savings	40%
Productivity improvements	5%

What is at risk?

According to calculations, this system would incur substantial losses if it did not move forward with integrated analytics.

Average value forfeited per month delay

$99,762

Let's talk!

MedeAnalytics experts can provide a personalized returns analysis for your organization.

Contact us today ➤

Mede/Analytics®

About MedeAnalytics

MedeAnalytics was the first to market in 1994 with a healthcare analytics SaaS solution. Today, that spirit of innovation continues with a platform that includes advanced analytics technologies like machine learning, guided analysis and predictive analytics.

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