



# ConvergeHEALTH Revenue Intellect™

Turning your data into actionable intelligence for improved financial margins



## ConvergeHEALTH™

### Transform your revenue cycle with ConvergeHEALTH Revenue Intellect™

Revenue Intellect is a cloud-based, guided-analytics solution designed to help health care providers identify and drive performance improvements across the revenue cycle, with a pointed focus on finding actionable opportunities to recapture and prevent revenue leakage in areas such as receivables management, denials, and more. Through cognitive and diagnostic analytics, Revenue Intellect allows a health system to easily dive into dozens of explanatory variables impacting performance, allowing an organization to go from "what" to "who" and "why" in revenue cycle management, drive operational change, and track the success of your initiatives.

### Why now?

The complexity of being a Revenue Cycle Leader continues to grow, with more and more emphasis being placed on managing concerns around increasing health care costs, and dealing with progressively complex data management, tightening margins, and an increasingly decentralized and virtual workforce. Revenue Intellect provides revenue cycle leaders and teams the tools needed to tackle these challenges:

#### Purpose-built technology platform

Synthesize multiple sources of data to provide streamlined, user-driven analytics to manage your business as effectively as possible. Capabilities can be applied across the revenue cycle through dynamic, on-demand reporting and AI-driven recommendations

#### Managed Analytics Support

Ongoing support and guidance from revenue cycle subject matter advisers to ensure you are optimizing and operationalizing insights drawn from Revenue Intellect

### Revenue Intellect drives impact

**5%** improvement in revenue    **40%** reduction in denials    **10%** increase in labor efficiency

### Key Revenue Intellect Insights



Denials Trends



A/R Performance



Historical Performance Comparisons



Staff Efficiency



Payer Comparison



Payer Realization



Cash Collections Velocity



Charge Capture Performance

## What are the core functionalities of Revenue Intellect?



**Revenue Optimization**



**Cost Containment**



**Patient Satisfaction**



### Denial Intelligence

Reduce denials through performance monitoring and dashboards, trending and analyses, and root causing



### Anomaly Detection

Use machine learning (ML) to scan data across multiple dimensions to identify pattern variance for escalation



### Vendor Management

Monitor activity taken and transactions driven by agencies to better manage outsourcing strategy



### Payer Responsiveness

Analyze remittances to understand deviations from anticipated response times to adjust workflow and escalate to payers



### Underpayment Discovery

Identify underpayment recovery opportunities through contract modeling and historic performance analytics



### Account Segmentation

Intelligently segment accounts into micro-targeted categories through prescriptive analytics to direct users or vendor to next action



### Cost-to-Collect Intelligence

Leverage historical user and vendor / account performance to predict cost to collect and inform viability of collection activities



### Smart Liability Estimation

Improve accuracy of patient liability estimation based on analysis of service types, payor contracts, and historic liability amounts

## Client Services

### At-The-Elbow Support

We bring a Team of revenue cycle experts to help you operationalize RI across your system and ensure you are drawing meaningful insights out of Revenue Intellect



With Revenue Intellect, our health system has been able to identify sources of revenue leakage we thought were there but could never before isolate. This tool enables us to access data at a level we've never been able to get to before to drive revenue cycle performance.



#### Chief Financial Officer

\$3 Billion annual net revenue multi-hospital system

## Start the conversation

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