



# Revenue Cycle Transformation

## REPOSITION THE REVENUE CYCLE AS A LEADING STRATEGIC ASSET

Align the revenue cycle with broader organizational goals to help drive success in a complex and dynamic healthcare landscape.

The legacy perception that revenue cycle is simply “billing and collections” is an outdated notion that minimizes the importance and complexity of the function. Managing day-to-day operations amid ever-escalating challenges—such as cost management, shrinking margin, government regulation, multiple payer contracts, and patient experience expectations—multiplies the burden on revenue cycle operators.

This complexity requires maintaining a sophisticated level of knowledge, process, and technology management around these challenges. Compounding the situation is that success oftentimes is dependent on the work and decisions of others, which can result in significant blocking and tackling.

## We can help.

At Chartis, many of our staff have been where you are—we’ve experienced the frustration that misaligned processes and technologies can create, particularly when you and your team are the last line of defense. No two organizations are the same—so neither are our solutions. Here’s how we help:



### Process Improvement

We deliver scaled assessments to identify areas for improvement. We pull in highly skilled experts to work shoulder-to-shoulder with you on implementation, build the foundation for continuous improvements and cross-functional collaboration, and serve as an advisor to leadership to drive sustainable change.



### Technology Enablement

We provide technology strategy, implementation, and ongoing optimization so that our clients are maximizing their technology investments and eliminating barriers to success.



### Strategic Evaluation

We bring the appropriate expertise across topics (such as digital health, artificial intelligence, patient financial experience, and analytics) to comprehensively assess integration and optimization points within the revenue cycle.

## The Results You Can Expect to See



Aligned revenue cycle operating model to support strategic priorities.



Maximized technology investments.



Realization of full revenue potential at the lowest possible cost to collect.



Consistent and predictable patient financial experience.

Financial results, such as:

**6-8%** cash to net revenue improvement.

**10-20%** reduction in AR days.

**4-6%** reduction in initial denials.

# A Proven Partner You Can Trust



## We Bring:

- EXCELLENCE**  
Chartis was named #1 for Revenue Cycle Optimization and #1 for Healthcare Management Consulting in 2023 by KLAS Research.
- EXPERTISE**  
Our 100+ revenue-cycle-focused professionals average 20 years of experience working in revenue cycle operations and leading technology implementations and transformations. Many hold advanced certifications from Epic and the Healthcare Financial Management Association. Others are Registered Health Information Administrators (RHIA) and Project Management Professionals (PMP). We also bring strategic partnerships in key areas, such as clinical documentation improvement, coding, automation, and interim staffing.
- EXPERIENCE**  
We've served hundreds of traditional and nontraditional providers, investors, and investor-backed entities over the past several years.

## Client Experience

Our representative clients:

Columbus Regional Health

CVS Health

Duke Health

Geisinger Health

Jackson Health System

Penn Medicine

Saint Luke's Health System

Stamford Health

Virtua Health

## No two organizations are the same—so neither are our solutions.

Stop struggling with misperceptions. Redouble your efforts on improving your cost to collect and noticeably contribute to driving your organization's strategy forward.

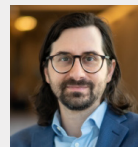
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Chartis is a comprehensive healthcare advisory firm dedicated to helping clients build a healthier world. We work across the healthcare continuum with more than 600 clients annually, including providers, payers, health services organizations, technology and retail companies, and investors. Through times of change, challenge, and opportunity, we advise the industry on how to navigate disruption, pursue growth, achieve financial sustainability, unleash technology, improve care models and operations, enhance clinical quality and safety, and advance health equity. The teams we convene bring deep industry expertise and industry-leading innovation, enabling clients to achieve transformational results and create positive societal impact. Learn more at [www.chartis.com](http://www.chartis.com).

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