

Reduced AR Days by 44% and Achieved a Zero Denial Rate

How a GI Practice Restored Financial Control

TOTAL
 OUTSTANDING AR:
 ↓ \$6M

 120+ DAY AR:
 33% → 18%

 AR DAYS:
 54 → 30

EXECUTIVE SUMMARY

A large multisite gastroenterology practice experienced rapid operational growth that placed increasing pressure on its revenue cycle infrastructure. While production remained strong, aging receivables expanded, denial volume increased and month-to-month performance variability limited financial visibility.

Leadership recognized that the organization required a more disciplined, scalable revenue cycle framework to match its operational complexity.

Advantum Health was engaged to strengthen governance, stabilize performance and restore financial predictability. Within 12 months, the practice reduced AR days from 54 to 30, lowered AR aged over 120 days from 33% to 18% and achieved zero denial rates for consecutive months.

CHALLENGE

As the practice expanded across multiple sites, revenue cycle complexity increased. Clinical production remained strong, but financial infrastructure did not scale proportionally. Denial activity and aging variability reduced financial visibility and constrained cash performance.

At the time of engagement, AR days measured 54, denial rates ranged from 11% to 15%, and 30% to 33% of total receivables aged beyond 120 days. Total outstanding AR balances approached \$9 million.

Leadership required a disciplined, performance-driven revenue cycle framework capable of restoring financial control without disrupting clinical operations.

Solution

Advantum implemented a structured revenue cycle stabilization plan designed to restore financial control and eliminate performance variability. Clear ownership was established across every stage of the revenue cycle.

- 01 Standardized workflows across front-end and back-end functions
- 02 Implemented root-cause denial prevention prior to claim submission
- 03 Prioritized high-value and aged AR through stratification
- 04 Established daily KPI reporting aligned to financial outcomes
- 05 Defined payer follow-up timelines with assigned accountability

Conclusion

Sustained revenue cycle improvement requires more than incremental adjustments or additional staffing. It requires defined ownership, disciplined execution and measurable accountability. By implementing structured ownership, disciplined execution and measurable accountability, the practice achieved predictable financial performance and long-term revenue cycle stability.

“We have enjoyed a tremendous return on our investment with Advantum. We fully expect the same results in the coming year due to improved performance in AR collections, prior authorizations, reduced denials, and lower operating cost due to increased automation and lower staffing costs.”



Chief Executive Officer
Independent Gastroenterology Practice

Results

Within **twelve months of implementation**, the practice achieved measurable and meaningful improvements across key revenue cycle metrics.



AR days reduced from
54 to 30



Coding-related claim denials
eliminated



AR +120 days reduced from
33% to 18%



Total outstanding AR reduced by
\$6M

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502.861.5629