

\$8.6 M Unlocked

Transforming Revenue Cycle Performance for a Leading Rheumatology Group

↓ TOTAL AR:
\$13.5M → \$4.9M

↓ 120+ DAY AR:
\$6.6M → \$2.1M

↑ COLLECTIONS:
\$31.5M+

EXECUTIVE SUMMARY

A high-volume rheumatology group partnered with Advantum Health to address rising accounts receivable, delayed reimbursements, and limited performance visibility across its revenue cycle.

In just 12 months, Advantum reduced total AR from \$13.5M to \$4.9M, unlocking \$8.6M in cash and restoring financial control.

By implementing targeted workflows, structured follow-up, and improved performance visibility, the organization now operates with a more efficient, predictable revenue cycle built for growth.

CHALLENGE

Prior to partnering with Advantum Health, the practice faced significant revenue cycle inefficiencies that impacted both cash flow and operational visibility.

Aging accounts receivable (AR) had reached critical levels, with nearly half of total AR concentrated in the 120+ day bucket (49%), representing over \$6.6 million in delayed or at-risk revenue. This reflected challenges in follow-up, denial resolution, and payer responsiveness.

Despite strong charge volume, payment realization lagged. Over a 12-month period, the group recorded \$13.7 million in charges but experienced inconsistent collections and delayed reimbursement cycles.

Limited visibility and inconsistent workflows made it difficult to identify root causes, while manual processes created additional burden for staff.

Solution

Advantum Health implemented a targeted, tech-enabled revenue cycle optimization strategy tailored to the complexities of rheumatology care.

- 01 AR Recovery:** Prioritized 90+ day claims using structured worklists and data-driven follow-up strategies to accelerate cash recovery and reduce backlog
- 02 Workflow Standardization:** Established consistent processes across billing and collections, supported by system alignment to improve accuracy and accountability
- 03 Denial Management:** Introduced structured tracking and root cause analysis to identify recurring issues and support more effective resolution
- 04 Performance Visibility:** Delivered clear reporting and analytics across AR and collections, enabling more consistent performance monitoring
- 05 Scalable Support:** Aligned resources to workload demands, supported by tools that improved tracking, throughput, and consistency

Conclusion

Through a strategic partnership with Advantum Health, this rheumatology practice transformed its revenue cycle from a source of friction into a driver of financial stability and operational excellence.

By reducing AR, improving collections and implementing scalable processes, the organization is now better positioned to support continued growth while maintaining focus on what matters most: delivering high-quality care to patients with complex, chronic conditions.

Results

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

Reduced total AR from
\$13.5M to \$4.9M

Reduced 120+ day AR
from **\$6.6M to \$2.1M**

Collected **\$31.5M+** in
total payments

Transform your revenue cycle
performance with Advantum
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502.861.5629