

CASE STUDY

NEPHROLOGY

REVENUE CYCLE MANAGEMENT

\$6.8 M collected and AR reduced 28% in a single year

How a decade-long partnership with Advantum Health keeps Bluegrass Kidney Consultants strong

\$6.8 M

Payments collected

28%

Lower AR balance YoY

~93%

Adjusted net collection rate

10+ yrs

Advantum Partnership

EXECUTIVE SUMMARY

Bluegrass Kidney Consultants (BKC) is a multi-location nephrology practice serving Louisville and southern Indiana. For more than a decade, Advantum Health has run its revenue cycle. In 2025, that partnership delivered an adjusted net collection rate near 93 percent and cut BKC's accounts receivable balance by 28 percent, all while giving leadership the clear reporting it needs to navigate value-based payment.

THE CHALLENGE

In a value-based reimbursement environment, specialty practice billing can no longer operate like a back-office function. The stakes are simply too high. BKC reached that conclusion years ago, as its accounts receivable, particularly its aging AR, climbed toward an unsustainable \$1 million.

Bills went out, and when they were rejected, no one knew. BKC had no clear view of its true receivables, or of the revenue slipping away as it grew. It needed more than a biller. It needed a partner who could surface the real state of its AR, recover revenue before it was lost, and deliver the reporting that value-based contracts demand.



"We have never had the level of engagement and partnership that we have with Advantum Health. A decade later, it is still going strong."

Shannon Mattingly Herl, RN

VP, Operations & Development, Bluegrass Kidney Consultants

Accounts receivable balance, Dec 2024 to Dec 2025

End-of-month AR, all locations



THE SOLUTION

BKC found its answer in Advantum Health and its comprehensive, technology-enabled revenue cycle services. Advantum took ownership of the full cycle, speeding and maximizing appropriate reimbursement while freeing BKC's staff to focus on patient care.

What set the engagement apart was the depth of integration. Advantum's team works alongside BKC every day, from the front desk to the back office, and flags issues before they surface. Monthly reviews and clear reporting give leadership a current view of performance and a sound basis for decisions as payment models evolve.

THE RESULTS

Advantum captured \$15.8 million in charges at an adjusted net collection rate near 93 percent. The impact on receivables was just as clear:

28%

LOWER AR BALANCE YOY

(\$1.69M to \$1.22M), freeing roughly \$472K in working capital

47%

PEAK LOW AR REDUCTION

from \$2.22M in February to \$1.17M in November

\$6.8M

TOTAL PAYMENTS

Collected in one year

Behind those results is the visibility BKC values most: month after month, leadership watches its AR decline in clear, reliable reports.

"Thanks to its dedication and knowledge, Advantum Health continues to be very engaged with us as a partner and is a vital part of our operations."

Jai Bhimani, MD

Bluegrass Kidney Consultants, Louisville, KY

About Bluegrass Kidney Consultants

BKC is Kentuckiana's premier renal care provider, delivering comprehensive treatment for chronic kidney disease, hypertension, and related conditions across Louisville, southern Indiana, and Madison, Indiana.

From its downtown Louisville main office and multiple satellite locations, BKC's board-certified nephrologists and nurse practitioners provide efficient, patient-focused care to patients, referring providers, and area hospitals.

What the partnership delivers

- ✓ **Disciplined AR follow-up** that steadily reduces balances
- ✓ **Proactive denial management** that recovers revenue early
- ✓ **Expert coding** that strengthens provider proficiency
- ✓ **Daily, embedded support** across front and back office
- ✓ **Clear, comprehensive reporting** that drives decisions

Learn More

Discover how Advantum Health customers use our solutions to improve financial health and thrive in an evolving healthcare landscape.

Visit AdvantumHealth.com or email info@advantumhealth.com.