Case Study

Underpayments Recovery Yields $1.5M+ Annually

Proactive zero-balance reviews identify missed revenue

RELATIONSHIP

Underpayments Recovery

Tertiary Partner

PROFILE

Organization Type:
Academic health system

Size:
10+ hospitals,
$1B+ NPR

Location:
Southeast

Problem

Despite working with multiple underpayment vendors, a Southeastern health system felt they were missing out on revenue opportunities. Seeking a more tactical, hands-on approach, they engaged Ensemble Health Partners.

A deep dive into their accounts revealed:

> **Zero-balance accounts + contracts weren't being comprehensively mined** for revenue recovery opportunities

> **Need for best practices for underpayment prevention** to resolve recurring errors + breakdown in processes

Solution

Applying best practices and proprietary technology to sift through data, our experts uncovered recovery opportunities, contractual issues and areas for process improvement to prevent future losses.
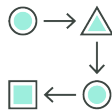
Front-end process improvements prevent future underpayments
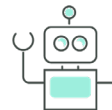
A.I.-driven automation rules eliminate false variances + detect anomalies

Contractual issues identified support payor contract negotiations

Measuring Success

Ensemble delivered tangible financial benefits, including:

$5M+
in recovered net revenue over 4 years

$1.5M+
in additional annual revenue

$1M
captured for previously uncharged inpatient blood transfusions

ENSEMBLE HEALTH PARTNERS