

Ni2 Health Client Case Studies

Delivered Annual Operating Margin Improvement

Category	Hospital A \$33.5M Net Patient Revenues			Hospital B \$42.5M Net Patient Revenues		
	Assessment	Actual	%	Assessment	Actual	%
Revenue Cycle						
Charge Capture		\$1,269,324			\$1,177,406	
Strategic Pricing		\$221,160			\$251,892	
AR Follow-up		\$-			\$-	
Patient Liability		\$-			\$-	
Payment Validation		\$-			\$-	
Denial Management*		\$105,710			\$310,450	
Totals Revenue Cycle	\$707,431	\$1,596,194	4.76%	\$921,986	\$1,739,748	4.09%
Hospital Operations						
1. Pharmacy						
340B Optimization		\$123,000			\$275,000	
Pharmacy Revenues		\$1,349,000			\$745,000	
Pharmacy Operations		\$110,000			\$112,000	
Totals Pharmacy	\$262,000	\$1,582,000	4.72%	\$610,000	\$1,132,000	2.66%
2. Supply Chain						
Office Supplies		\$54,000			\$62,000	
Standardization		\$36,000			\$36,000	
Implants		\$81,000			\$-	
Capital Purchases		\$12,000			\$90,000	
Other Supply Chain		\$45,000			\$41,000	
Totals Supply Chain	\$100,000	\$228,000	0.68%	\$95,000	\$229,000	0.54%
3. Miscellaneous Operations	\$86,000	\$63,000	0.19%	\$123,000	\$102,000	0.24%
Totals Hospital Operations	\$448,000	\$1,873,000	5.59%	\$828,000	\$1,463,000	3.44%
Total Operating Margin Lift	\$1,155,431	\$3,469,194	10.36%	\$1,749,986	\$3,202,748	7.54%

Ni2 was fully accountable for providing and managing all resources investments over 3 year engagements to deliver the operating margin results, except where * (client self-implemented)

WASHINGTON

22121 17th Ave SE, Suite 109
Bothell, WA 98021

ILLINOIS

100 Detroit St, Suite 102
Cary, IL 60013

P: 844.Ni2HLTH

P: 844.642.4584

W: Ni2health.com



Ni2 Health

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