



# Can You Afford to Leave Hidden Operating Margin Upside on the Table?

## Don't Let Skepticism or Limited Bandwidth Keep You in the Red

Fact - the majority of small-to-medium sized hospitals have negative operating margins. However, we increasingly hear from CFO's they believe there is limited remaining financial improvement potential for their hospital. Do you just throw in the towel?

### Would Expected Operating Margin Improvement Equaling 5% or More of Current Net Revenues Get Your Attention?

The name Ni2 stands for "Net Income Doubled" - we have a laser focus on delivering measurable operating margin improvement. Our actual delivered client results from a combination of revenue cycle management & expense reduction initiatives consistently exceed 5% of current budgets. We deliver lift where you've already looked, and the improvement benefit is consistent regardless of hospital size, prior consulting engagements, current performance metrics or EMR platforms. How can this be?

- + Traditional benchmarks & metrics hide today's performance potential
- + Team bandwidth has very limited capacity for new initiatives
- + Budget process frequently blocks needed performance improvement investments
- + Teams don't know what they don't know

## No Bandwidth, No Problem

We know your team is stretched too thin to "do more." We structure our assessments & engagements to require virtually no IT bandwidth to pull data or provide support. Once we leverage our "next generation" performance metrics to identify your upside potential, Ni2 will provide the expertise, boots on the ground & technology required for execution success.

## Assessment – No Budget Required

We take all the financial risk out of getting started. We guarantee our assessment will pay for itself by identifying at least a 2:1 return in immediately actionable specific improvements. Overall, our assessments typically identify performance upside of 40 – 60 times the assessment fee.

## Bottom Line – We will help Your Bottom Line

In just 75 days, we will identify your hidden operating margin improvement potential & provide an implementation roadmap outlining how we will partner with you for successful execution. If you need \$500K, \$1M, \$1.5M or more in real, new margin you can see on your bottom line in the next 12 months, we will infuse the required resources & best performer insights to get you there – Performance Insourced.

To get started, please contact  
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