Deloitte.

Revenue Intellect™
Turning your 'big data' into actionable intelligence for improved financial margins

Introducing Revenue Intellect™

Designed specifically for health care providers, **Revenue Intellect™ is a cloud-based guided-analytics platform that isolates, quantifies, and prioritizes revenue leakage sources.** Think of it as a diagnostic tool paired with interpretation and treatment results for your revenue cycle.

Revenue Intellect™ uses comparative and predictive data analytics powered by Deloitte Analytics to deliver the following features:

- One-stop shop for managing revenue cycle performance

- One-click navigation to discovering critical issues, prioritized for your decision making

- Automatically-generated insights on demand

- Customized reporting and filters with account level drill-down capability

- User-friendly Web interface accessible anytime, anywhere (tablet enabled)

Revenue Intellect™ is rooted in Deloitte's end-to-end Revenue Cycle practice to provide you with data results as well as advisory support to help you make sense of it all.

This blend of our leading Analytics and Revenue Cycle experience brings you the personal service and features you need to help turn your 'big data' into actionable intelligence for improved financial margins.

"With Revenue Intellect™, our health system has been able to identify sources of revenue leakage we thought were there, but could never before isolate.
This tool enables us to access data at a level we've never been able to get to before to drive revenue cycle performance."

Chief Financial Officer
$3 Billion annual net revenue multi-hospital system

Revenue Intellect™

What value can Revenue Intellect™ deliver for your organization?

Insight	Information	Intelligence

System net revenue

93% 7%

Source: Revenue Intellect™ aggregated client data

Avoidable revenue leakage

(Accounts that have insurance, are not denied, yet have no payment)

2.2%

3.5% (some payments)

1.8%

3X

Denials   Underpayments

Source: Revenue Intellect™ aggregated client data

Revenue leakage action

A scorecard to help you understand where net revenue is not converting to cash

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Aggregated findings show that health systems and hospitals leak 7% of their annual margin

- The two largest sources of actionable margin leakage are denials and underpayments

Aggregated findings highlight that 2.2% of underpayments leakage is avoidable

- Revenue leakage due to underpayments is triple that of denials
- 2.2% of leakage is caused by accounts that have insurance, are not denied, yet have no payments

Deloitte's market leading professionals help you turn data into actionable intelligence

- Revenue Intellect™ not only helps you pinpoint the source of leakage but is paired with the guidance of Deloitte professionals to help you turn information into action
- Deloitte are ranked No. 1 Global Healthcare Consulting Practice (based on capabilities) in Kennedy's Healthcare Consulting Marketplace 2010–2013

That's $70M per every $1B in net revenue

That's $22M in margin leakage per every $1B in net revenue

That's value delivered

Pricing and key contacts

Revenue Intellect™ is priced annually as a subscription.

Subscriptions include:

- HIPPA-compliant, cloud-based data storage
- Implementation, setup, a revenue cycle opportunity assessment, and ongoing support
- Guided insight interpretation advisory sessions with Revenue Intellect™ staff

Contact us for an estimate, conversation, and demo of what Revenue Intellect™ can do for you.

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