

Adaptive Suite

Focus on Healthcare

Adaptive Insights provides healthcare organizations with a performance management system that includes multidimensional, driver-based modeling capabilities and integrated P&L and cash flow planning and reporting.

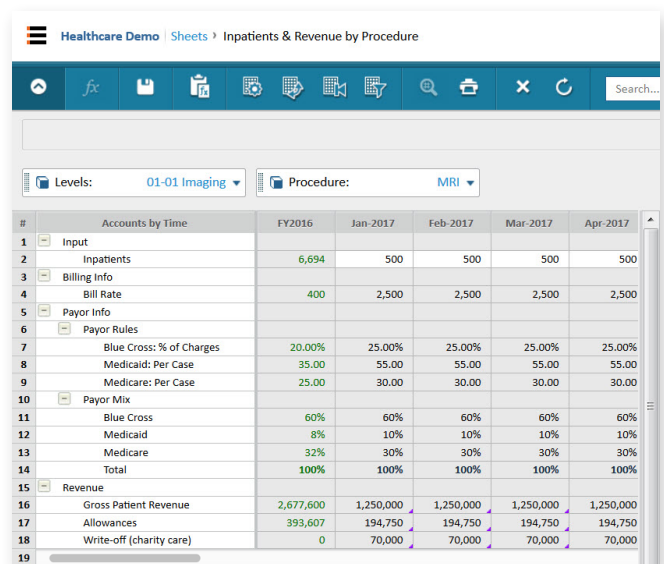
Planning & Reporting Challenges

Today's healthcare organizations face serious financial challenges, stemming from uncertain patient volumes, declining reimbursement in a complex multilayer system, and increasing government regulation and costs. They require a planning and reporting system that delivers accuracy, data integrity, and the ability to frequently reforecast and perform what-if analyses.

Healthcare revenue planning and reporting is typically volume-driven and associated with multiple dimensions, such as type of patient (e.g., daily care, inpatient, outpatient) or type of service offered. Other variables might include length of patient stay, patient insurance type, number of daily visits per physician, and average rate per physician encounter.

Revenue planning must be integrated and balanced with the cost side of planning in order to forecast realistic contribution margins and profitability. Staffing requirements are often tied to the volumes in the revenue plan. Employee cost planning needs to be detailed, typically by employee type, and may include shift differential and overtime. Other spending also needs to be tied to sales, e.g., medical supplies or vaccines. Allocations of overhead departments or locations may be needed to drive costs into other facilities.

Spreadsheet-based systems are inefficient, error-prone, and fundamentally unsuited for the complex, dynamic planning and reporting required by healthcare organizations.



The screenshot shows a software interface for 'Healthcare Demo' with a navigation bar and a data table. The table is titled 'Inpatients & Revenue by Procedure' and is filtered for 'Levels: 01-01 Imaging' and 'Procedure: MRI'. The table has columns for 'Accounts by Time', 'FY2016', 'Jan-2017', 'Feb-2017', 'Mar-2017', and 'Apr-2017'. The rows are categorized into Input, Billing Info, Payor Info, Payor Rules, Payor Mix, and Revenue.

#	Accounts by Time	FY2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017
1	Input					
2	Inpatients	6,694	500	500	500	500
3	Billing Info					
4	Bill Rate	400	2,500	2,500	2,500	2,500
5	Payor Info					
6	Payor Rules					
7	Blue Cross: % of Charges	20.00%	25.00%	25.00%	25.00%	25.00%
8	Medicaid: Per Case	35.00	55.00	55.00	55.00	55.00
9	Medicare: Per Case	25.00	30.00	30.00	30.00	30.00
10	Payor Mix					
11	Blue Cross	60%	60%	60%	60%	60%
12	Medicaid	8%	10%	10%	10%	10%
13	Medicare	32%	30%	30%	30%	30%
14	Total	100%	100%	100%	100%	100%
15	Revenue					
16	Gross Patient Revenue	2,677,600	1,250,000	1,250,000	1,250,000	1,250,000
17	Allowances	393,607	194,750	194,750	194,750	194,750
18	Write-off (charity care)	0	70,000	70,000	70,000	70,000
19						

Healthcare Planning Sheet Example

Adaptive Planning has far exceeded our expectations. Our finance team and managers now have easier access to financial information, improved data analysis, and better alignment across the company. Adaptive Planning is not simply an alternative to Excel-based budgeting, but is in an entirely different league.

— Corporate Controller, IntegraMed America

Adaptive Suite

The Adaptive Insights Solution

Adaptive Insights has been successful in helping healthcare companies streamline their planning and analysis, allowing them to:

- Plan across multiple dimensions (e.g., patient type, procedure type, clinic type, location, hospital department, etc.)
- Perform detailed staff planning across multiple categories of employees, such as physician types
- Use driver-based modeling to capture interdependencies such as those between revenues and headcount and other costs, and between accounts receivable and sales
- Model integrated P&L, balance sheet, and cash flow statements
- Analyze what-if scenarios for varying patient volumes, staff levels, payer types, etc.
- Use dashboards to analyze key business drivers
- Use reports to perform variance analysis, including to drill down into underlying transaction detail from other systems
- Distribute report books via email for financial presentations such as board packages and executive reporting
- Improve accuracy and turnaround time in the planning and reporting process, and conduct frequent reforecasting

Adaptive Insights' software as a service (SaaS) model is a natural fit for the healthcare industry and provides exceptional value. As a SaaS solution, no new hardware, software, or IT support is required for initial implementation or ongoing maintenance.

It's also intuitive and easy to use. Adaptive Insights' SaaS infrastructure and CPM (corporate performance management) engine saves time and effort with built-in intelligence. Tight linkages with Microsoft Office products enable quick creation of board-quality reporting. Customers can avoid the wasted time associated with spreadsheet-based systems. The web-based, highly customizable interface utilizes and improves upon Excel, allowing interaction by all types of employees with virtually no training.

Select Healthcare customers include:

Access Community Health Network	IntegraMed America
Capital Health Plan	LDR Spine
CareCentrix	Maquet Medical Systems
Corizon Health	Mayo Clinic
e+CancerCare	Otsego Memorial Hospital
Fallon Community Health Plan	United Surgical Partners International

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