

## Solutions for Securing Complete Financial Management

Accounts International is much more than just an accounting firm. Our comprehensive “advisory service” offers you highly skilled, trained, and experienced resources focused on growing and optimizing your business. We provide you the quality of a Big 5 accounting and consulting firm at a much more competitive price, enabling you to realize even more value from working with us.

Optimal financial management is more important than ever. Accounts International’s Complete Financial Management solution **has identified millions of dollars in efficiency for our clients** and will ensure your operation’s cash and revenue are managed and maximized.



Our Complete Financial Management Solution will optimize your operations and increase your profitability through:

- Reconciling cash collected with deposits on a daily basis (as required)
- Identifying opportunities for strengthening internal controls and processes
- Determining profitability by marketing channel, customer, ect. based upon cost accounting methods
- Producing accurate and detailed monthly financial statements in a timely manner after month end
- Analyzing your receivables, payables, and payment history to optimize your operation’s revenue and cash flow potential

## **Pricing**

We offer our clients highly competitive options for engaging with us to increase their profitability.

## **Accounts International – Case Study**

### **The Situation:**

A walk-in medical clinic with three clinic locations (approximately \$7 million in annual revenue across the locations) engaged Accounts International to assist with optimizing their operations to include reconciliation of cash and credit collections, strengthening internal controls, and tracking claim payments from insurance companies.

### **The Result:**

Capitalizing on the initial analysis, Accounts International, in conjunction with the clinic's leadership, developed corrective actions that resulted in the capture of approximately \$1,000,000 in additional annual revenue.

### **The Approach:**

To track payments collected across each facility (typically co-pays), Accounts International established a process for reconciling the cash and credit receipts collected daily by each facility to ensure all monies were deposited into the clinic's bank account. Next, Accounts International tracked patients serviced to ensure each office visit resulted in a claim to the appropriate insurance company through the billing system of record. Exceptions were highlighted and forwarded to the appropriate medical staff to ensure corrective action was taken. Finally, Accounts International tracked payments from insurance companies on a claim-by-claim basis to ensure all payments were received and recorded as revenue.

Finally, Accounts International conducted an analysis of historical claims and insurance adjustments across the facilities. While adjustments are expected as a normal part of claims processing, Accounts International observed that across the three clinic locations a significant portion of claims were adjusted at 100%, meaning the insurance company did not pay any amount against the submitted claim. Across the three facilities, the 100% adjustment percentages of claims were 17%, 22%, and 25% respectively, resulting in a significant amount of lost revenue for the client organization. Additionally, Accounts International noticed a variance in billing amounts for identical procedures across the facilities. This variance in charges often resulted in claims submitted to insurance companies that were below the rates insurance companies typically pay for procedures, resulting in lower revenue to the practice.

**Contact us to learn more about what we can do for your practice.**

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