

Focus on Healthcare

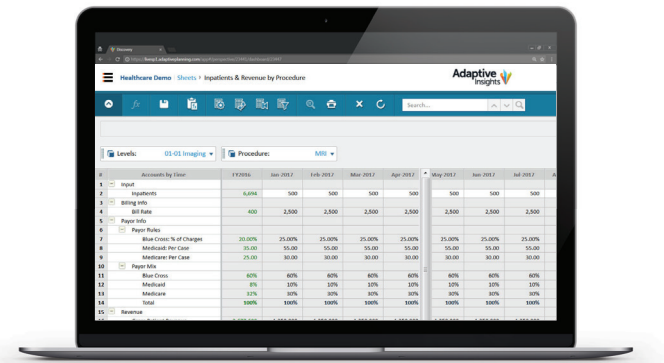
The Adaptive Insights Business Planning Cloud enables healthcare organizations of all sizes to collaboratively plan and model, easily access real-time analytics, and streamline complex reporting. You get easy, powerful, and fast software that empowers finance and operations teams to better manage the business. It's easy, so you can plan as a team. It's powerful, so you can model anything and analyze everything. And it's fast, so you can model rapidly and adapt quickly. With this best-practice active planning process, you can plan and adapt without compromise.

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

Planning and Reporting Challenges

Today's healthcare organizations face serious financial challenges, stemming from the complexities of managing potential changes to the Affordable Care Act, uncertain patient volumes, and declining reimbursement in a complex multilayer system. There's amplified pressure of competition and the need to differentiate as patients must now be treated as customers who have a choice of healthcare providers. Healthcare organizations need to plan effectively to acquire and allocate funds to invest in innovation to grow the business. To do all this, they need a planning and reporting system that supports active planning—planning that is collaborative, comprehensive, and continuous.

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



Healthcare Planning Sheet Example

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 patient care, e.g., medical supplies or vaccines. Allocate the cost of overhead departments and shared services consistently with transparency.

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

“Adaptive Insights 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 Insights is not simply an alternative to Excel-based budgeting, but is in an entirely different league.”

—Corporate Controller, IntegraMed America

The Adaptive Insights Business Planning Cloud

The Business Planning Cloud enables healthcare organizations to model, report, analyze, and plan across the entire organization to make smarter decisions and gain business agility. With Business Planning Cloud, you can:

- Model multiple scenarios of potential changes and quickly execute on outcomes
- 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 services provided
- Streamline overhead to reduce cost of care
- Model integrated P&L, balance sheet, and cash flow statements
- Use dashboards to analyze key business drivers and reports to perform variance analysis

The Business Planning Cloud integrates with other core business systems and external data sources to enable comprehensive planning, analysis, and reporting. As a cloud solution, no new hardware, software, or IT support is required for implementation or ongoing maintenance.

The patent-pending Elastic Hypercube Technology supercharges the Business Planning Cloud platform with the power, scalability, and performance companies of all sizes need to model the complexities of their business and to report on and analyze results – without compromising ease of use. Purpose-built domain intelligence makes it easier and faster for users to build and adapt functional models. Tight linkages with Microsoft Office products enable quick creation of board reporting. The web-based, highly customizable interface allows users to operate in a familiar Excel environment, allowing interaction by all types of employees with virtually no training.

Select Customers Include:

Healthcare Providers

- Access Community Health Network
- CareCentrix
- Carle Foundation Hospital
- Corizon Health
- e+CancerCare
- IntegraMed America
- Kindred at Home
- Otsego Memorial Hospital
- University Health Network (UHN)
- Zimmer Biomet Spine

Healthcare Payers

- Blue Cross and Blue Shield of Rhode Island
- Capital District Physicians Health Plan
- Capital Health Plan
- Fallon Community Health Plan
- San Francisco Health Plan

