

# LEVERAGING REVENUE CYCLE MANAGEMENT'S MOST USEFUL KPI: YIELD

Yield has the power to distill operational performance quality to a single statistic. Why aren't more organizations using it?

---

Healthcare may be the only industry where interpreting monthly revenue cycle performance is more art than science.

Traditional revenue cycle analysis uses reports based on metrics such as days in A/R, denial ratios, net collections calculations, and adjustments. These reports are generated from information based on a transaction month – some accounts within the 30-day timespan will be new charges recently submitted for adjudication, while other accounts could be as old as 180 days.

Regardless of where claims may be on their reimbursement journey, they are aggregated and averaged to produce the key performance indicators (KPIs) relied on by healthcare organizations. Payer mix, patient volumes, and charges are just a few of the continually changing metrics generating traditional reporting – making them extremely sensitive to operational fluctuations.

Healthcare needs a way to see through the variables that create fluctuations and turn revenue cycle reporting into a science. The nature of the healthcare revenue cycle has made calculating a yield KPI that captures true operational performance so burdensome it is rarely, if ever, used.

## Introducing Currance's Patented Rev-Cycle Yield

Currance's Revenue Cycle Yield (RCY) delivers a precise measurement of operational efficiency by quantifying performance quality at specific time intervals, such as 30, 60, and 90 days. Its patented algorithm distills information down to its purest form by mitigating variables such as volumes, account adjustments, and rate changes. After isolation from variables, Currance's RCY provides an accurate measurement of expected reimbursement and operational performance down to the individual account level.

## Optimizing the Currance RCY performance curve

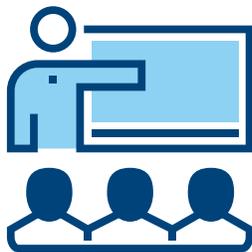
Every organization has revenue cycle 'leaks' such as denials, slow conversions to revenue, operational errors that lead to no payments, and incorrect write-offs. Utilizing Currance RCY empowers organizations to recognize real opportunities in their revenue cycle and close the gap between potential expected reimbursement and cash collections. Insights from tracking yield performance drive accountability across the entire revenue cycle by revealing opportunities to fine-tune processes that will produce sustainable performance improvements and raise net revenue.

## Leveraging Rev-Cycle Yield to find the answers you need

Monitoring performance quality with Currance RCY allows healthcare executives to precisely answer revenue cycle performance questions such as:

- 1. Is the revenue cycle converting all possible expected revenue to cash?**
- 2. How fast is revenue converting to cash?**
- 3. What additional expected revenue is left to be collected?**
- 4. Are payers slowing down their payment processing?**
- 5. How effective and efficient is your revenue cycle performance?**

Currance RCY provides a point of view lacking in traditional revenue cycle reporting. It isolates revenue and productivity data and converts it into reliable KPIs that can be monitored and tracked over time, virtually eliminating the art of interpreting financial performance and providing reliable data for decision making.



### Manage your workforce with Rev-Cycle Yield

Effective and efficient revenue administration is more than generating and submitting claims. In addition to its RCM application, Yield provides unparalleled visibility into your Rev-cycle workforce. Use Yield to objectively quantify employee and team productivity, activity, and efficiency. RCY has a variety of workforce applications, from pinpointing individuals that need mentoring to measuring department engagement.



## Discover all the ways Yield can empower your organization

Currance RCY is designed to help you understand why reimbursement is falling short of expectations and reveal the opportunities to fix it. Are you ready to learn how Currance RCY can increase net revenue, boost productivity, and lower operational costs? Contact us today at [sales@currance.com](mailto:sales@currance.com).