

# \$1.6M Recovered: The Power of True Revenue Visibility

## Midwestern Health System Case Study

### CLIENT BACKGROUND

A large Midwestern health system with four hospitals and over 450 providers was facing costly revenue leaks despite a 55-person billing team. Manual audits, fragmented systems, and limited claim visibility left millions in lost recoveries and a CFO frustrated by poor ROI.

### IMPART HEALTH'S IMPACT

Impart helped the organization turn hidden revenue into measurable ROI through automation, data intelligence, and contract compliance.

**6:1**

ROI

**\$1.6M**

RECOVERED

**60%**

DENIAL REDUCTION

- HFMA MAP Revenue Cycle Awards (2023 & 2024)
- 15% smaller denial team
- 95% valid payment rate

### CHALLENGES



#### Manual Payor Audits

Audits were performed only on sample claims, leaving most payer errors undetected.



#### High Denial Rates

A 6–7% claim denial rate persisted due to missed coding opportunities and limited automation.



#### No Measurable ROI

Denial management costs as much as it recovered — \$1M spent to recover \$1M.

### RESULTS & TRANSFORMATION



#### Automated Payment Validation

EOB Resolve identified underpayments instantly to reveal \$1.6M in recoveries.



#### Smarter Denial Prevention

Enhanced Epic edits cut avoidable denials by 60%.



#### Full Revenue Visibility

Clear dashboards replaced guesswork with actionable insight.