

\$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.

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.

IMPART HEALTH'S IMPACT

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

6:1	\$1.6M	60%
ROI	RECOVERED	DENIAL REDUCTION

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

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.