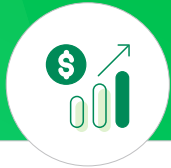


Sweetwater Hospital Association

TruBridge increases cash collections by more than 26% per month



Increased MTD cash collections by
1M



Decreased AR days by
14%



13.1
day claim-to-collect rate



Immediate improvement
was constant daily cash flow

Long-term partnership results in a better business office

Client: Sweetwater Hospital Association
Location: Sweetwater, Tennessee

Snapshot

TruBridge helped Sweetwater Hospital Association keep up with the complexities of today's healthcare billing by ramping up its business office. TruBridge was able to introduce nTrust to fill a knowledge gap that existed with Sweetwater's current business office team and increase cash flow, among other notable results.

"We had had a partnership with TruBridge for over 20 years. We knew they were very knowledgeable in our EHR and then we had developed that trust between the two of us over the years."

"Not only has our cash increased, it has stabilized. So when predicting what we're going to need on an operational basis, that has been a huge impact to us."

Ashley Votruba | Chief Financial Officer



Challenge

Sweetwater Hospital Association felt their business office employees couldn't keep up with the complexities of modern healthcare billing. Though they tried to recruit to fill the gap, they weren't able to identify qualified employees for their business office. This impacted the ability to work denials and maximize collections effectively. The result was inconsistent cash flow and higher-than-average AR days.



Solution

nTrust proved to be just what Sweetwater needed through RCM and outsourcing services.

The success showed through immediate improvements in daily cash flow

- + **+1M per month** in cash collections
- + **14% decrease** in AR days from **64 to 54**
- + Improved claim to collect **rate of 13.1**

What's more, because of the nTrust model, **EHR spending decreased by \$160k per month, for \$2,281 saved.**

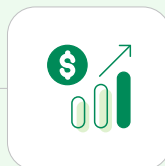
"Being able to offer employees employment with TruBridge was a huge factor in moving forward with nTrust that. With the way the program was structured, with the inclusion of the support and subscription fee and the service fee, that enabled us to shift our cash flow somewhere else where we were paying for those, and we also lost the payroll expense from those employees."

Ashley Votruba
Chief Financial Officer

"nTrust is a great solution for Sweetwater, as it gives them access to our RCM solutions with no upfront costs."

Chris Fowler
President and CEO,
TruBridge

26%
Increase in monthly cash collections



\$2,281
Decreased EHR spending per month



Increase the monthly cash collections at your facility just like Sweetwater. Contact your Client Executive to learn more.