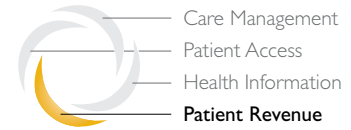


ORLANDO BOOSTS CASH FLOW \$75 MILLION, CUTS A/R DAYS WITH QUADRAMED

CASE STUDY

Orlando Regional Healthcare
Orlando, Florida

QuadraMed Care-Based Revenue Cycle Solutions



Challenge:

Named by *U.S. News and World Report* as one of America's Best Hospitals, Orlando Regional Healthcare is also one of Florida's most comprehensive healthcare delivery systems.

Serving two million central Florida residents and 6,000 international visitors annually, this 1,600 bed healthcare system faces all the financial pressures of large healthcare providers. The growing need to reduce the organization's administrative burden, expedite payments and ensure HIPAA compliance with transactions and code sets makes constant and reliable cash flow a daily priority.

Solution:

QuadraMed is helping Orlando Regional Healthcare meet these challenges in a number of ways. With QuadraMed's Affinity HIPAA EDI modules, the provider is totally HIPAA compliant on transactions and code sets. And Affinity's Patient Accounting software is generating tremendous efficiencies for the healthcare system through its integration and workflow automation.

“We've realized a \$75 million increase in cash flow, while reducing days in accounts receivable by 38 net days since our conversion to Affinity.”

Keith Eggert, FHFMA
Vice President,
Revenue Management

Results:

“We've realized a \$75 million increase in cash flow, while reducing days in accounts receivable by 38 net days since our conversion to Affinity,” says Keith Eggert, FHFMA, Vice President, Revenue Management. “This is significant considering that we have been experiencing continued volume increases for three straight years.”

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Meanwhile, Orlando Regional Healthcare is streamlining operations and keeping labor expenses in check. According to Eggert, “We have achieved a cost to collect at or below 3.2 cents per dollar collected.”

QuadraMed is working with Orlando Regional Healthcare in a true partnership. Adds Eggert, “We have a tremendous amount of faith in Affinity. QuadraMed continues to deliver added functionality that enhances our business processes everyday.”

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