



MEDITECH E X P A N S E

PREDICTABLE COST AND REVENUE STREAM

Invest in financial predictability and fiscal responsibility with MEDITECH Expanse

MEDITECH Expanse Earned Best in KLAS for Acute Care EHR & Patient Accounting: Small (1-150 beds) in a 2025 report issued by KLAS Research.

Predictable costs and fluid revenue streams are integral pieces of your organization's business plan. With MEDITECH Expanse, you get both — a fiscally responsible solution, with an optimal return on investment. You'll know the total cost of ownership upfront, and how to use MEDITECH's integrated billing and collection system to proactively leverage your organization's revenue potential.

Keep Control of Costs and Cash Flow

Through our transparent contract and licensing terms, you'll understand your costs from the beginning, so you can budget for the future. A perpetual license with Expanse means no re-licensing, product, or mandatory update fees. There will never be hidden fees, "buy now, pay later" terms, or charges based on cash received from payers. A partnership with MEDITECH means you are in complete control of your organization's cash flow on your terms.

Improve A/R with Automated Tools

Our embedded revenue cycle processes and analytic tools help organizations of all sizes to manage workflow effectively, by streamlining operations and ensuring up-to-date account management. With our end-to-end revenue cycle, information is captured correctly at the first point of patient contact, for clean and complete claims. In addition, all charges from across the continuum of care (i.e., hospitals, rehabilitation clinics, physician offices, etc.) can be funneled through one centralized business office (CBO).

Automated processes — including charge capture, billing, claim generation, denial worklists, and remittance processing — contribute to consistent and effective billing and payment posting. The following features form the cornerstone to a healthy bottom line for both insurance and patient balances:

- Automated A/R Days Calculation
- Unbilled Receivable Reports
- Charge Rejections
- Charge Reconciliation
- Late Charge Reports
- Claims Monitoring
- Automated Remittance File Import
- Denial Prevention and Management Tools.



Proactively Analyze Your Organization's Financial Health

With our Financial Status Desktop, business office directors can use interactive graphical and tabular views to track metrics and finances, including receivables, revenue, cash flow, claims, worklists, account checks, collection tasks, and insurance denials. Our customers can:

- Establish organizational goals
- Compare financials in daily, monthly, or yearly views
- Identify trends and improve transparency
- Forecast expected reimbursement
- Gauge staff productivity and provider revenue.

Financial Overview									
06/15/23									
Billed Receivables									
	0-30	31-60	61-90	91-120	121-150	151-180	181+	Total	
Acct Rcvbls	9,121,070	389,074	343,598	786,586	732,720	406,928	523,648	12,303,625	
Blue Cross	3,761,511	163,706	182,169	478,118	73,680	5,358	10,932	4,675,472	
Commercial	669,679	34,097	33,445	39,135	25,859	11,070	17,580	830,865	
Medicaid	29,434	74,100	29,450	26,794	8,886	3,400	6,338	165,725	
Medicare	972,240	27,107	64,925	128,054	51,293	94,753	66,053	1,272,318	
Other Insurance	236,390	15,416	15,500	12,000	0	0	0	279,306	
Self Pay	3,451,817	74,648	18,110	102,485	573,003	292,347	567,530	5,079,939	
BD Rcvbls	29,839	111,901	11,058	7,797	14,893	7,868	211,701	395,057	
Collection Agency	29,839	111,901	11,058	7,797	14,893	7,868	211,701	395,057	
Client Rcvbls	0	0	0	1,441	2,779	838	27,442	32,500	
Unbilled Receivables									
Inpatient Inhouse	70,491,987		Client Direct	0					
Inpatient Discharged	261,384		Client Patients	2,289					
Outpatient	117,774		Non Patient Accounts	252					
Total Unbilled Receivables	71,138,580		AR Days	33					
Cash Flow									
	Payments		Adjustments		Refunds				
	Daily	MTD	Daily	MTD	Daily	MTD			
Financial Class	267,395	3,568,514	-251,368	2,669,008	0	0	0		
Blue Cross	333,936	3,333,936	0	2,246,474	0	0	0		
Commercial	137,030	2,137,030	0	217,195	0	0	0		
Medicaid	32,295	632,295	3,035	-12,715	0	0	0		
Medicare	5,886	416,659	-254,403	177,109	0	0	0		
Other Insurance	37,030	1,137,030	0	15,345	0	0	0		
Self Pay	261,509	2,648,594	0	25,600	0	0	0		
Revenue									
	Daily		MTD						
Gross Revenue	716,094	6,847,114							
Blue Cross	365,335	3,242,795							
Client	0	2,289							
Commercial	24,080	236,436							
Medicaid	11,315	168,466							
Medicare	85,437	1,089,036							
Other Insurance	7,960	67,660							
Self Pay	221,967	2,040,432							
Claims									
	Daily								
Billed Claims	609								
Medicare	609								

Expand your reporting potential with Business and Clinical Analytics (BCA). BCA provides executives and managers with a powerful business intelligence tool that fosters historical and trend analysis across the enterprise. A variety of metrics and filters enable you to display your data, so you can take action on cost-saving opportunities, core measure monitoring, and areas for improvement. Use complete budget analysis, asset depreciation, contract analysis, and in-depth financial reports to evaluate costs and profit drivers.

Realize the Benefits of Integration

The financial success of your organization hinges on lean operations and carefully monitored expenses. MEDITECH has designed integrated revenue cycle, ERP, and financial management solutions to support this need. For example, by integrating your EHR with Supply Chain, you can control and manage inventory, supplies, and equipment throughout your organization. You can also combine barcode scanning to automate the inventory process from the point of delivery to the point of care. Staff will have immediate access to vendor, invoice, and transaction information, and can use our EDI interface to send purchase orders and receive invoices.

Flexibility to Meet Your Needs and Constraints

We understand that not every organization has the capacity to handle all of their billing and collecting needs themselves. To support your efforts, we've developed relationships with trusted third-party vendors. Should you choose to outsource selected or all billing processes (e.g., coding, billing, claim scrubbing, statement processing, insurance and patient collections, denials, and bad debt), MEDITECH can recommend a suitable partner to meet your goals.

Bottom line —operating margins are only growing thinner. Predicting costs while maximizing return on investment are key to your sustainability. And with MEDITECH Expanse, you control both.

