

## Fast-Growing Rehabilitation Center Saves \$1 Million Annually Using Sage Intacct

Banyan Treatment Center

### Challenges

## Explosive Growth and Acquisitions Drive Need for Robust Software

Banyan Treatment Center is a leading provider of substance abuse and mental health treatment that offers inpatient and outpatient services in seven states. In just the past three years, the organization has acquired several new locations—growing from five to 14 facilities while expanding its service offerings and insurance coverage options. Sean Mintz, the company's CFO, shared, "When I initially joined, Banyan was going through a whirlwind of changes and acquisitions, and we really struggled without sophisticated financial tools at our disposal. During one large merger, we struggled to combine financials from QuickBooks because the data quality was so poor, and it became clear that we needed a consistent chart of accounts, better intercompany processes, and improved financial controls."

Mintz and his team set out to find multi-entity financial software that would support a transition from cash-based to accrual accounting and enable timely reporting. He shared, "We were looking for consolidation capabilities and better visibility into our cash balances since money was moving in and out of the business very, very fast. We considered Oracle NetSuite, but ultimately felt Sage Intacct was the right solution to support a future-proof transition and quickly get our metrics out of Excel."

By migrating to Sage Intacct's cloud-based financial management solution, Banyan removed all of these hurdles. The finance team's accomplishments include shortening the monthly close by 40%, increasing financial analysis by more than 300%, and saving \$1 million annually via better spend analysis.

### Solutions

## Automated Intercompany Transactions Bring 35% Productivity Gains

The upgrade to Sage Intacct kickstarted a complete overhaul for Banyan's finance operations, allowing the team to more proactively support business growth as opposed to reactively playing catchup with each new acquisition. With a robust software foundation in place, the center was able to adopt mature financial practices, such as commercial banking, a single, multi-dimensional general ledger across all 14 entities, automated allocations, and streamlined global consolidations.



### Company Overview

Banyan Treatment Centers is one of the fastest-growing, Joint Commissioned Accredited drug treatment and mental health rehabilitation facilities. As a leader in the treatment industry, Banyan provides a full continuum of care at 14 centers nationwide, including medically managed detox, residential, partial hospitalization, outpatient, and alumni services. Learn more at [www.banyantreatmentcenter.com](http://www.banyantreatmentcenter.com)

### Executive Summary

#### Previous Software:

- Intuit QuickBooks

#### Results with Sage Intacct:

- Shortened the monthly close by 40%
- Improved finance team productivity over 35%
- Increased time dedicated to analysis by 300%
- Achieved overall cost savings of \$1M annually via better spend analysis
- Reduced financial software TCO by \$300,000

## FAST-GROWING REHABILITATION CENTER SAVES \$1 MILLION ANNUALLY USING SAGE INTACCT

"Sage Intacct eliminated at least 10 hours a week of manual intercompany transactions, which immediately made a huge impact for us and was quite a relief," noted Mintz. "It really brought us up to a higher quality standard than QuickBooks could ever support." Banyan currently closes its books 12 days into the month, rather than 20, and has the capacity to tighten that cycle further, even as the business continues to scale. The Bank of America CashPro platform automatically pushes the company's 20 daily account feeds directly into Sage Intacct—improving data accuracy and cutting time spent on monthly bank reconciliations in half. In addition, integrated check fraud protection from WIPFLI PositivePay simplifies check uploads and provides another level of security and cash reporting.

"Since going live on Sage Intacct, we've purchased four new locations and added 10 entities without hiring any incremental finance staff," said Mintz. "My team is over 35% more efficient, which means they're doing more value-add work, learning new finance skills, and providing more support to other functions. We also lowered our TCO by \$300,000, and greatly appreciate the benefits of being able to work remotely during COVID-19."

### Results

## New Reporting Capabilities Increase Financial Analysis Time by 300%

Banyan's finance team especially enjoys the incredible insights they get by using various dimensions and statistical accounts to build custom reports, dashboards, and performance cards in Sage Intacct. "Previously, we were always struggling to play catchup with decisions made by our entrepreneurial executives and could only spend around 15% of our time on financial analysis," noted Mintz. "Now we have the visibility we need to prepare for new acquisitions or other situations in advance—so we can support more expansion and maintain cash flow while we're growing—and we spend closer to 60% of our time on reporting and higher level functions."

Specifically, the team slices and dices financial data by entity, location, department, or insurance source, and pulls in non-financial details (like daily admissions, overall census numbers, and incoming call center inquiries) to run helpful calculations. This allows management to compare marketing and operating costs at the location or per patient level. Mintz also uses the system to produce multiple profit and loss statements and balance sheets with prior period comparisons and projections; gross margin, operating profit, and net income metrics; and ratios such as revenue per admissions, revenue per day, patient acquisition costs, variable versus fixed costs, and food cost per patient day.

"We've done so much more reporting with Sage Intacct, it's like night and day, and our advanced KPIs and analysis have made a world of difference," explained Mintz. "Most of all, we gained transparency on the cash side, and have granular budget-to-actuals reports that facilitate better decision-making at both the corporate office and facility level." As a result, Banyan's leadership can monitor individual facility performance and use long-term data to drive strategies—like whether to go forward with or decline a new real estate acquisition or merger, or to adjust marketing investments. "Sage Intacct lets us easily track all of our key metrics and margin standards, which helps us make good spending decisions and get new facilities to profitability faster," Mintz added.

*"We've saved a million dollars from having better visibility, since we can now be highly efficient in how we're spending our money. With Sage Intacct, we know about so many business trends that were simply impossible to track before amidst our constant growth and spending increases."*



Sean Mintz, CFO,  
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