

EBOOK

Why Healthcare Organizations Choose Sage Intacct



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Tracking KPIs with Dashboards and Multi-Entity Reporting

For healthcare finance teams to be successful, key performance indicators must be utilized to understand the true health of the organization. Vital KPIs can include cost or revenue per treatment, the cost or revenue per patient, revenue expense per location, revenue expense per referral, P&L by contract, P&L by budget, and P&L by location.

The secret to our success? Enabling our customers to analyze the clinical, operational and financial data. With Sage Intacct's financial reports, you'll have the agility and flexibility to quickly slice-and-dice the details that matter and get them to key stakeholders in real-time: investors, executives, sales, finance, and other departments.

And, when you have new questions, you'll have the ability to dive deeper with custom reports, dashboards, or visualizations.



KPIs, Dashboards & Reports

Whole Family Health Services improves reporting timeliness, scope, and accuracy

“Before Sage Intacct, we didn’t have enough capability to run reports the way we needed. We’d have to download to Excel and do a lot of manual work just to build one report. We weren’t able to provide the reports that the board of directors wanted in a timely matter. Now, our CEO can go to her dashboard for the data she needs and access reports we’ve saved in the system. Managers don’t need to ask us for information because it’s available in their dashboards, and it’s accurate.”

Sabrina Rivera, AP/Payroll Specialist, Whole Family Health Services

Hickory Creek Healthcare reduces staff time spent on reporting and gained real time insights

“Many organizations in the long-term care industry struggle to get a clear understanding of how their business is doing, but we were able to easily adopt important reporting best practices with Sage Intacct. Now, we get the same reporting package for all our facilities at one push of a button, and are saving up to 10 hours on report preparation each month. What’s even better is that we have visibility into more current information, and can see where we stand in real-time.”

Keith Yoder, CFO, Hickory Creek Healthcare Foundation

KPIs, Dashboards & Reports

3 Spine accesses deeper business insights with Sage Intacct reporting and dashboards

“I think Sage Intacct is probably the best accounting solution I’ve used given all its functionality and capabilities, and the reporting is one of its strongest assets. Sage Intacct’s dimensional capabilities don’t have the limitations you see in other accounting packages, making it much easier to slice and dice the data. We’re streamlining processes, reducing errors, and getting better numbers faster. That drives better decisions across the organization.”

Greg Hunter, CFO, 3 Spine



Finding Time Savings & Performance Efficiencies

Successful finance teams are those that are not just the keepers of what has happened, but crucial leaders of the company's future. What do finance executives need to reach this level of contribution?

Stop wasting your time on manual tasks and inefficient processes and start spending your time on the work that matters!

Sage Intacct helps healthcare finance teams focus on strategic initiatives, increase efficiencies, and drive growth.



Finding Savings & Efficiencies

Accurate Neuromonitoring went from needing the support of three outsourced accountants, to using a single in-house resource – increasing efficiency by 66%

“With Sage Intacct in place and everything humming along, I can get more involved in supporting the business with forward looking analysis. Now, I don’t have to push back on requests because I’m busy doing the close. I can look at new opportunities and be more of an advisor versus being just the nuts and bolts guy manipulating the data.”

Tim Trexler, Controller, Accurate Neuromonitoring

Bay County Medical Care Facility increases productivity by 50% and slashes monthly close by 90%

“Now that our supervisors see their financials on a daily basis in Sage Intacct and know how much money they have available to spend, they’re taking cost control very seriously. As a result, we’ve cut the variance between our operating expenditures and operating revenues in half. Thanks to this declining variance, we’re able to expend our property tax levy income for much needed capital improvements.”

Mike Regulski, Finance Director, Bay County Medical Care Facility

Finding Savings & Efficiencies

Banyan Treatment Center improves finance team productivity over 35% with 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. It really brought us up to a higher quality standard than QuickBooks could ever support.”

Sean Mintz, CFO, Banyan Treatment Center

Clearview Cancer Institute increases finance team efficiency by 25% with Sage Intacct

“Now that Sage Intacct makes our finance team more efficient, we can go home on time and get to see our families more—that’s huge. Even with more doctors and transaction volume, finance hasn’t slowed down. And as we grow, we’re continuously trying out new ways to track and improve our business’ performance, so it’s been a saving grace that Sage Intacct makes it so much easier to get that information to our executives and the board.”

Carol King, Accountant, Clearview Cancer Institute

Outgrowing QuickBooks

Ask yourself this: Can I easily unlock revenue, budget and plan, make disparate data actionable through KPIs and dashboards, easily report on and consolidate multiple entities, adapt to new payment models, automate and create efficiency and meet the latest reporting mandates in QuickBooks?

Sage Intacct gives you all the benefits of a cloud-based solution, with multi-entity consolidation, powerful reporting and analytics, process automation, and more. That's why we're the AICPA's first and only preferred provider of core accounting tools. In fact, Sage Intacct is ranked as the #1 alternative to QuickBooks and #1 in customer satisfaction by G2.



Outgrowing QuickBooks

Craig HomeCare saves time and automates Accounts Payable

“We were lucky that we replaced QuickBooks before the pandemic began, as our AP process was paper-based, manual, and required extensive in-person employee interaction that took days of hand-offs, approvals, and filing of paperwork. Since switching to Sage Intacct’s cloud-based accounting software, the AP process is now completed quickly and electronically. Not only are we handing invoices much faster, but we’re able to do it seamlessly with our team working remotely.”

Angie Bacon, Director of Finance and Accounting at Craig HomeCare

Pavilion International shortens month-end close cycle by 73% with automation

“QuickBooks’ reporting was also very poor, and our chart of accounts was all over the place. I didn’t feel like I had any control over what was going on. With Sage Intacct, my staff can do their daily bookkeeping, reconcile bank statements, upload payroll entries directly from ADP and revenues from our clinical system, and print checks to pay vendors—all of which is effortless in the platform. Meanwhile, I just approve things online and can close the month in four days. In all, Sage has made us about 45% more efficient.”

Kent Spear, CFO, Pavilion International

Outgrowing QuickBooks

CareATC saved 50 hours of staff time per month

“I’ve worked with several different accounting and ERP systems over the years – including QuickBooks and Microsoft Great Plains – but none of them come close to offering the user-friendly capabilities and granular visibility we have with Sage Intacct. With Sage Intacct, we’ve sped up processes, increased data accuracy, and improved reporting without increasing our accounting staff. As a result of all the business value Sage Intacct delivers, we estimate that the software pays for itself in under three months each year.”

Spence Lloyd, CFO, CareATC

Walden Behavioral Care saved \$50,000 worth of staff time and gained new business insights

“QuickBooks was failing on us. Making a journal entry in QuickBooks would take over 20 minutes because we’d reached capacity of the system. Sage Intacct reporting is extremely time saving — there’s almost no manual data entry anymore. I just choose the report, dates, and criteria, and Sage Intacct populates a report that I would have spent hours building in Excel.”

Anthony Scaltreto, Manager Financial Analytics, Walden Behavioral Care

Outgrowing QuickBooks

Epiphany Dermatology increases overall finance efficiency 5X over QuickBooks

“We choose Sage Intacct because our practice was starting to grow, and we needed to find a better solution for accounting and finance than QuickBooks. Sage Intacct is very scalable and can grow with our business, whether we have 50 clinics today or 200 in a couple of years. We’re able to easily drill into information in Sage Intacct, and that helps us make better decisions.”

Lee Crawford, Assistant Controller, Epiphany Dermatology

Perfect Dental Management speeds close 3X with move to Sage Intacct

“It was very time-consuming to record entries between entities in QuickBooks; a lot of downloading to Excel and a lot of manual work. Sage Intacct has cut down time significantly because it automatically records an inter-entity entry and uploads one journal entry with multiple entities on it. Consolidation is a few checks after our entries are posted rather than going through every QuickBooks database and manually reconciling.”

Allison Burks, Controller, Perfect Dental Management

Outgrowing QuickBooks

Vets Pets eliminates 100 hours of manual accounting work each month with Sage Intacct

“QuickBooks was a nightmare. It took a really long time just to produce financials, so we never had the time to analyze the information or do value-added work. Sage Intacct has helped the accounting department modernize so we’re not just number-crunchers — we’re really helping drive profitability improvements and adding more value to the business.”

Blair Myers, Controller, Vets Pets



Supporting New Payment and Revenue Models

Healthcare is shifting to value-based care and implementing alternative payment models (APMs) to provide high-quality, cost-effective care while maintaining organizational revenue. Lower reimbursement costs combined with market fluctuations, have necessitated healthcare finance leaders participation in creative revenue models.

If you are (or are thinking of) participating in an ACO or value-based contract, or are charging a monthly membership fee and selling add-on services, Sage Intacct can help.



New Payment & Revenue Models

Vera Whole Health works directly with employers to deliver care to their employees

“Like many businesses, our pricing is based on achieving a target margin, so when we open new locations, our leadership team and board track performance,” said Goldrick. “With Sage Intacct, we can see right away whether new locations are sustaining their margins. This helps us decide when we need to reassess our strategy and make a successful case when we need to adjust pricing.”

Brian Goldrick, Director of Accounting, Vera Whole Health

Village Family Dental adds new lines and increased revenue by \$40,000 per month

“The system identifies which offices or service lines are making money (or not), so we can decide which lines of business to expand or reduce. Expanding on pediatrics and OR cases and reducing certain insurance carriers has increased revenue by as much as \$40,000 per month. After we started offering frenectomies and sleep apnea services, it was simple to evaluate each one’s profitability and determine contributing factors.”

Virginia Jones, PhD, Chief Operating Officer, Village Family Dental

New Payment & Revenue Models

Vets Pets expands revenue by extending clinic hours to 24 hours

“We were able to run trends to see their income, cash flow, and other metrics and made the decision to take [a clinic to] 24 hours. Going 24 hours is a big undertaking not to be taken lightly, so being able to provide that information was helpful in making that decision.”

Blair Myers, Controller, Vets Pets



Maintaining HIPAA Compliance

When you think about HIPAA compliance, your financial management system might not immediately come to mind. However, most systems have protected health information (PHI) in them already—names, addresses, phone numbers, medical record numbers, billing information, accident and admission data, etc. Keeping your PHI protected means protecting all of it—including the PHI in your financial management system.

With Sage Intacct's Advance Audit Trail, you are protected. It is certified HIPAA-compliant by Avertium (formally Sword & Shield), and we'll even sign a Business Associate Agreement (BAA) with eligible healthcare clients—giving you the peace of mind that your patients' data is safe and your organization can meet strict ever-changing regulatory requirements.



HIPAA Compliance

Tri County Mental Health Services gains real-time departmental and grant visibility

“We save so much time with Sage Intacct. Rather than printing individual journal entries for signatures, everything is now prepared, routed, approved, posted, and tracked via an audit trail with a click of a button. Our accounts payable workflows are significantly easier, freeing us up to finally be forward-looking. The role-based workflows and HIPAA-compliant security provide internal controls and documentation, giving me peace of mind that we’re audit-ready.”

Michelle Naus, CFO, Tri County Mental Health Services

Life Unlimited, Inc., ensures data security and compliance with Sage Intacct

“Strict state requirements around individual’s served privacy were top of mind for us as we evaluated new accounting systems for our organization. Sage Intacct’s Advanced Audit Trail and willingness to sign a Business Associate Agreement (BAA) made them the right choice for us to stay HIPAA compliant with the state of Missouri and keep our individual’s served information private and secure.”

Brian Watson, CFO, Life Unlimited, Inc

Moving to a Paperless Practice

Paperless automation can transform healthcare organizations from reactive and slow-to-adapt into proactive, future-ready and resilient organizations.

If your finance team spends 75% of their time on time-consuming, transactional accounting tasks and only 25% on strategic work, it's time to flip that ratio—and Sage Intacct can help.



Going Paperless

Village Family Dental goes paperless and achieves 25% improvement in efficiency

“Years ago, our controller was spending all of her time on manual journal entries and double-entering information from our payroll and patient management software. Sage Intacct gave us the tools we needed to redefine the role of finance from a clerical, historical-focused department to a strategic, forward-thinking partner to the business.

Virginia Jones, COO, Village Family Dental

Personal Healthcare goes paperless and saves over 400 person-hours annually

“Sage Intacct gives us the flexibility to customize virtually any report and analyze our financial data using key operational metrics like cost per-patient-per-day. Because of Sage Intacct, we are now a much more agile business – making better, faster decisions about how to improve revenues or minimize expenses. Thanks to the time savings, our staff can take on more new projects and financial analysis that they simply didn’t have the bandwidth for before.”

Israel Ostrovitsky, Controller, Personal Healthcare

Ready to learn more?



Product Tour



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Tour for Healthcare
Organizations

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Customer Story



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Talk to an Expert



Talk to an Expert

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Sage Intacct for Healthcare Organizations

Sage Intacct is the #1 cloud financial management system for data-driven, growing healthcare organizations. Our security safeguards have been certified as HIPAA- and HITECH-compliant by Avertium (formerly Sword & Shield).

Sage Intacct is the only accounting software endorsed by the AICPA and the only financial management solution to have earned the designation of Peer Reviewed by the Healthcare Financial Management Association (HFMA).

For more information, visit

<https://www.sageintacct.com/healthcare>

