

How a VP of Revenue Cycle **Recovered \$100M** in Cash Collections

It's All About the People

With all the pressure that VPs of Revenue Cycle are under, it can be easy to focus on the nuts and bolts of getting paid. While revenue is always front of mind for Beau Beasley, for him, it's ultimately about the people.

The relationship between Methodist Le Bonheur and EnableComp goes back to 2015. By trusting EnableComp to handle their VA and workers' compensation claims, Beau has helped Methodist recover **\$100 million in cash collections, increase uplift by 13%, and decrease days to pay by 25%.**

Whether it's his team, vendor partners, or the patient community Methodist Le Bonheur Healthcare serves, Beau's focus on people is the foundation of his success. "We all have professional relationships in our lives, but I think it's more meaningful to get to know who people are and build a real relationship. Those relationships always manifest into something great."



As leaders, there's a real challenge to **turn the pressure into a positive.** I've been in this business for 16 years, and every year it's more difficult and complex."



Beau Beasley,
 VP of Revenue Cycle
 Methodist Le Bonheur
 Healthcare

CLAIMS OUTSOURCED



Workers'
Compensation



Veterans
Administration

SOLUTIONS



Day 1 Billing



Open A/R

CLIENT PRIORITIES

- ✓ Maximize revenue
- ✓ Build a strong internal revenue cycle team
- ✓ Gain an advantage in relationships with payers
- ✓ Successfully navigate the ups and downs of RCM

OUTCOMES

\$100 Million

in Cash Collections

13%

Uplift to
Collections



25%

Decrease in
Days to Pay



"It's so refreshing when you find partners who have the same mission and same goals in mind, and you **get the results.** That's why we value this relationship with EnableComp so much."

“At Methodist, we love to pay our people first and keep it in-house, but there are just some areas that we come across where **it’s better to let somebody else handle it.**”

Leveraging Core Competencies for Maximum Impact

Beau leads a dynamic, cross-functional team at Methodist Le Bonheur. While his team knows the ins and outs of commercial claims, they’re not complex claim experts ... and that’s okay.

With over two decades of intelligent automation and specialty RCM expertise, EnableComp’s powerful platform, *E360 RCM™*, works the most challenging claims for the highest yield and best-in-class outcomes in less time.

By leveraging EnableComp’s core competencies in specialty revenue cycle, Beau keeps his team doing what they do best while enhancing his workforce and getting the most out of every claim.

Staying Ahead of the Curve

Revenue cycle management can be a bumpy road. Things break. Rules change. Pandemics happen. Governments shut down. Beau says, “What it’s taught me is your backup plan needs a backup plan ... which might need a backup plan.”

**“\$100 million?
That’s huge for us.
And then reducing
the days to pay?
You clearly have a
better way to do it.”**

The true measure of a good partner is: How do they manage when something goes wrong?

About his partnership with EnableComp, Beau says they “have been ahead of the curve. Whether it’s something with workers’ comp or VA or something in the industry that’s changing, we’ve always had that heads-up from EnableComp. And that’s very comforting for someone sitting in my seat. It gives us a lot of confidence going forward, knowing that there will be other issues to come that are outside of our control.”

Decades of intelligent automation & specialty RCM expertise. One powerful platform.

It’s Your Revenue. We’ll Find It.



ABOUT METHODIST LE BONHEUR HEALTHCARE

Methodist Le Bonheur Healthcare is an integrated healthcare delivery system based in Memphis, Tennessee. Founded in 1918 by The United Methodist Church to help meet the growing needs for high-quality healthcare in the Mid-South, Methodist has grown from one hospital into a comprehensive health system that includes six hospitals, a home health agency, ambulatory surgery centers, outpatient facilities, hospice residence and physician practices serving residents in the greater Memphis area.



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