

Data Sheet

Sage Intacct EMRConnect for Deeper Financial Insight

Integrating data from your electronic medical record (EMR) system into Sage Intacct enables deeper analysis and reporting on critical healthcare finance metrics.

Healthcare organizations have long been plagued by siloed data sources, making it challenging to understand the health of the business. For the finance team, this prevents them from achieving key objectives, including budgeting and planning through uncertainty, launching new products and services, analyzing the impact of new payment models, and more.

Developed as part of a long-standing strategic partnership with Wipfli, LLC, a top-20 consulting firm with deep healthcare industry expertise, Sage Intacct EMRConnect provides healthcare finance leaders with a simple, automated way to integrate a healthcare organization's electronic medical record (EMR) data with Sage Intacct's cloud-based, HIPAA-compliant financial management system.

This results in healthcare finance teams enjoying streamlined processes and a reduction in manual errors while also enabling deeper analysis and reporting on key metrics that are critical to healthcare finance leaders understanding the true cost of providing patient care.



Sage Intacct EMRConnect allows healthcare organizations to:

- Deliver automation to save time, allowing healthcare finance leaders to further efficiencies and allocate resources to positively impact the quality of patient care.
- Utilize deep reporting in Sage Intacct, leveraging financial, clinical, regulatory and statistical data for a 360-degree view of the health of the organization.
- Use multiple data sources and types of EMRs to simplify processes by bringing data together automatically.
- Support multi-entity in Sage Intacct, enabling a clear view of a healthcare organization's financials holistically as well as by location.

Sage

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BUSINESS SYSTEMS

Encounter Count 7,831 This month +488 vs. prior month	Clinician Count 19 This month no change vs. prior month	Patient Count 3,765 This month +480 vs. prior month	Resident Count 33 This month +1 vs. prior month	Beds Available 33 This month no change vs. prior month	Beds Occupied 33 This month +1 vs. prior month
Units Available 18 This month no change vs. prior month	Units Occupied 18 This month +1 vs. prior month	Claims Remitted 5,276 This month +290 vs. prior month	Claims Denied 572 This month +77 vs. prior month	Claim Remit/Denial Rate 0.11 This month +0.01 vs. prior month	Practice Operating Margin \$0.15 This month +\$0.02 vs. prior month
Avg Revenue per Patient \$559.15 This month -\$77 vs. prior month	Avg Revenue per Resident \$63,794 This month -\$1,528 vs. prior month	Revenue/Bed Occupied \$63,794.31 This month -\$1,528 vs. prior month	Revenue/Occupied Unit \$116,956 This month -\$6,003 vs. prior month	Avg Revenue per Clinician \$110,800 This month +\$783 vs. prior month	Clinicians:Headcount Ratio 0.17 This month no change vs. prior month

Sage Intacct EMRConnect enables healthcare finance leaders to fully take advantage of the more than two dozen healthcare-specific KPIs that come standard within Sage Intacct and makes our dashboards and reports more informative and actionable for stakeholders on the finance team and beyond.

Whether you are a high-growth multi-specialty organization, a private equity-backed Managed Services Organization, or a not-for-profit community health clinic looking for ways to further efficiencies and allocate resources to positively impact the quality of patient care, Sage Intacct EMRConnect allows the healthcare finance team to have - and share - unparalleled levels of insight that drive the business

Gross Charges \$4,586,489 This year to date +\$169,826 vs. prior year	Gross Charges per Patient \$243 This year to date +\$6 vs. prior year	Gross Charges Per Clinician \$764,414 This year to date +\$28,304 vs. prior year	Net Revenue \$4,365,535 This year to date +\$159,771 vs. prior year	Net Revenue per Patient \$231 This year to date +\$6 vs. prior year	Net Revenue per Clinician \$727,589 This year to date +\$26,628 vs. prior year
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Net Revenue by Dept YTD vs. PYTD
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Net Revenue by Payor Type
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EBITDA by Location YTD vs PYTD
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Profit and Loss - Summary
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	Month To Date 08/09/2023	Quarter To Date 08/09/2023	Year To Date 08/09/2023
Revenue - Services	587,263.55	1,167,983.19	4,552,297.28
Revenue - Other	4,520.44	8,986.75	35,042.34
Sales Returns and Discounts	27,030.54	55,957.88	221,803.83
Total Revenue	564,753.45	1,120,992.06	4,365,535.67
Cost of Revenue	35,212.80	70,425.20	276,021.35
Total Cost of Revenue	35,212.80	70,425.20	276,021.35
Gross Profit	529,490.85	1,050,566.86	4,089,514.32
Operating Expenses	27,301.56	55,343.60	218,322.30
General and Administrative Expenses	15,652.24	31,877.63	125,657.70
Marketing and Advertising Expenses	1,568.70	3,134.64	12,593.76
Depreciation and Amortization Expense	303,858.74	614,865.51	2,437,303.12
Payroll and Related Expenses	50,900.88	124,831.69	489,743.75
Utilities and Facilities	20,208.85	41,467.27	161,176.73
Operating and Maintenance Expenses	31,554.90	64,130.94	253,232.44
Taxes and Insurance	461,123.18	934,911.45	3,693,119.90
Total Operating Expenses	461,123.18	934,911.45	3,693,119.90
Other Income (Expense)	71.00	441.10	550.10
Other Income	(662.34)	(1,348.93)	(5,317.35)
Other Expenses	(891.34)	(1,207.83)	(4,767.25)
Total Other Income (Expense)	(882.68)	(1,115.66)	(4,534.50)
Net Income (Loss)	\$67,585.09	\$114,447.55	\$386,727.27

Sage Intacct EMRConnect is EMR agnostic and works with most delimited flat files you can produce from your EMR. It allows you to easily set up and configure different field mappings for as many EMR flat file formats as you need. Once formats are defined, you can set up schedules or bring in data on demand.

These features make it an ideal tool for community health clinics, multi-specialty groups, healthcare organizations that have grown by acquisition, businesses that operate as an MSO, and virtually any type of care provider that may be amidst a business transformation and may have overlap between the implementation of a new EMR and decommissioning of a legacy system.

Applications

EMRConnect

Dashboards

Reports

Company

General Ledger

Accounts Payable

Accounts Receivable

Cash Management

Platform Services

Time & Expenses

Projects

InvoiceConnect

Positive Pay

Purchasing

Charity Donations

All

Components

New Batch

Batch List

Product Subscription

Field Mappings

Schedules

File Types

File Providers

File Name Configs

Private Keys





Healthcare organizations choose Sage Intacct because our comprehensive financial management capabilities are tailored to not only help improve efficiency in the finance team's day-to-day tasks, but also meet the specific needs of the healthcare market, all while allowing finance leaders to drive strategic direction and growth of their organizations.

Our commitment to healthcare finance leaders is reinforced by our designation as a Preferred Provider of the American Institute of Certified Public Accountants (AICPA) and our Peer Review status by the Healthcare Financial Management Association (HFMA).

Whether you are a small, independent physician's practice, a not-for-profit community health clinic, a growing multi-specialty organization or a large health system, Sage Intacct's cloud-based, HIPAA-compliant accounting solution is with you every step of the way.

Further, our Customer-for-Life culture means doing right by our customers is in our DNA. We partner with you for the long-term to help you achieve positive outcomes for your business - and your patients.

