FortunaHCS
Driving growth one step at a time

ANONYMIZED CLIENT CASE STUDY
Growth & Operating Partner Engagement

ESTABLISHED SPECIALTY PRACTICE

Revenue Growth Through Better Yield, Access and Ancillary U

A multi-year operating engagement that converted demand into stronger collections and a broader revenue base.

3.7×	82.6%	$4.73M	+98%	+22%
COLLECTIONS, LATEST 3 MO VS FIRST	**NET COLLECTION RATE**	**TOTAL COLLECTED**	**MONTHLY VISITS**	**COLLECTIONS / CLAIM**
$155K → $574K	Up from 78.6%	In 31 months	547 → 1,085	$142.94 → $175.02

WHAT WAS REAL

- Clinical demand was present, but the business was not converting that demand into revenue efficiently.
- Ancillary capacity existed but was underused, and monitoring / care-management programs were not in place.
- The opportunity was to improve yield, access and cash conversion - not just add more work.

THE PROOF

$237,032 — **monthly collections in July 2026**
up from $17,464 in January 2024

+147% — **patients seen per month**
206 → 508 over the measured period

+108% — **claims per month**
550 → 1,142 while revenue cycle matured

WHY THIS MATTERS

Revenue expanded because access, ancillary use and yield improved together.

This is what happens when a specialty practice stops being visit-driven alone and starts operating as a business.

FY2024 is year one of the engagement, not a pre-engagement baseline. 2026 figures are January-July only.

Source: eClinicalWorks year-to-year, visit count and claim-level financial reports