ANONYMIZED CLIENT CASE STUDY
Growth & Operating Partner Engagement

INDEPENDENT SPECIALTY PRACTICE

Revenue Growth Without Sacrificing Cash Conversion

A multi-year operating engagement that increased revenue, access and yield while improving A/R.

+128%
FULL-YEAR COLLECTIONS
$2.75M → $6.26M

94.5%
NET COLLECTION RATE
Up from 81.0%

−20 days
DAYS IN A/R
69.8 → 49.7

+69%
ANNUAL VISITS
19,682 → 33,330

+45%
COLLECTIONS / CLAIM
$125.53 → $181.99

WHAT WAS REAL

- Growth had outpaced the practice's operating infrastructure.
- Cash was tied up in A/R while access and patient throughput were constrained.
- The opportunity was not simply to see more patients - it was to convert existing demand into stronger economics.

THE PROOF

$5.09M — **collections in Jan-Jul 2026**
+51.5% vs same period in 2025

$982,943 — **best single month**
July 2026

−37% — **write-off adjustments**
while volume roughly doubled

WHY THIS MATTERS

Revenue growth came from both higher volume and higher yield - while days in A/R improved.

That is the difference between getting busier and building a stronger practice.

FY2023 is year one of the engagement, not a pre-engagement baseline. 2026 figures are January-July only.

Source: eClinicalWorks reports 22.07, 13.07 and 36.14