ANONYMIZED CLIENT CASE STUDY

Growth & Operating Partner Engagement

NEW SPECIALTY PRACTICE

From Zero Infrastructure to a Scaled Revenue Engine

A ground-up operating engagement that built a new specialty practice and scaled collections, visits and net yield.

3.7×	81.3%	$1.72M	+151%	+193%
COLLECTIONS, LATEST 3 MO VS FIRST	NET COLLECTION RATE	TOTAL COLLECTED	MONTHLY VISITS	COLLECTIONS / CLAIM
$130K → $482K	Up from 62.0%	In 16 months	418 → 1,050	$62.74 → $184.05

WHAT WAS REAL

- This was a start-up practice with no operating infrastructure, no payer contracts in force and no baseline performance.
- Revenue, billing, scheduling, EHR workflows and ancillary lines all had to be built from zero.
- The challenge was not just opening the doors - it was turning a new practice into a functioning revenue engine quickly.

THE PROOF

$193,136 — **peak month to date**
June 2026 collections

+68% — **average monthly collections**
$82.9K in 2025 → $138.9K in 2026 YTD

53.5 — **days in A/R**
held flat despite roughly 2.5× claim volume

WHY THIS MATTERS

The strongest evidence is not just growth - it is growth with A/R stability and improving net collection rate.

This shows what a true operating partner can do when a new practice must be built and scaled at the same time.

This is a build-from-zero case. Month one is the baseline. 2026 figures are January-July only.

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