

Client:
Coosa Valley Medical
Center

Location:
Sylacauga, Alabama

Evident

BENEFITS OF nTRUST

A new way to invest and ensure your EHR success

The nTrust program, a software as a service (SAAS) model, combines the Evident EHR offerings with revenue cycle solutions from TruBridge where a percentage of cash collections is allocated towards a monthly subscription, which includes:

- All existing and future products
- All software enhancements and updates
- On-going maintenance and support

“We evaluated nTrust side-by-side with a number of possibilities. nTrust was attractive due to shared risk and clear incentives for our hospital. With nTrust, the investments and success of Evident and TruBridge ensure ours.” — Glenn Sisk, CEO, Coosa Valley Medical Center

Results with nTrust:



\$180,000 in maintenance costs eliminated



\$50,000 in 3rd party EDIS costs eliminated

WHY nTRUST?

On-going investments in technology to take full advantage of EHR functionality can be a challenge for rural and community hospitals. Between up-front costs and annual maintenance and support, expenses can quickly increase, putting significant strain on hospital finances. Coosa Valley Medical Center, a 168-bed facility located in Sylacauga, Alabama, recognized the need to maximize their EHR investment without affecting their bottom line.

In November of 2017, leadership at Coosa Valley Medical Center made the decision to implement the nTrust program. Doing so gave them access to all existing and future Evident EHR applications, including software enhancements and updates, as well as on-going maintenance and support. It also eliminated the need to budget for new license fees or maintenance increases.

RESULTS AT COOSA VALLEY MEDICAL CENTER



Minimized risk through partnership

With the nTrust program, they are able to take full advantage of their EHR and revenue cycle investments without increasing their financial risk. Coosa Valley now manages an all-inclusive and predictable cost structure based on a percentage of revenue collected through TruBridge RCM Services.

“The TruBridge team has always been responsive to us. When it is necessary, they make changes to respond to our needs and we have seen significant improvement since we adopted nTrust at our organization.”

— Glenn Sisk, CEO, Coosa Valley Medical Center



Stabilized cash flow

As a 340B organization, Coosa Valley Medical Center deals with significant drug costs for their hematology/oncology service. In order to ensure the highest level of service for their patients, these drugs must always be on hand. Therefore, managing expenses and collections is critical to maintain this service for their patients.

Results with nTrust:

October 2017 Statistics:

- Gross AR Days: 47
- Insurance A/R > 90 days: 20%
- First pass clean claim yield: 80%

Current Statistics:

- Gross AR Days: 34
- Insurance A/R > 90 days: 15%
- First pass clean claim yield: 92%

“Every seven days a big check goes out of this organization to pay for the drugs needed to ensure we’re providing the highest level of oncology/hematology care in this community. To be able to predict cash flow on a go-forward basis is very important.” — Glenn Sisk, CEO, Coosa Valley Medical Center



Financial impact

With nTrust, not only does Coosa Valley Medical Center have access to all existing and future products through their monthly subscription, they also receive all software enhancements plus on-going maintenance and support for no additional cost.

With nTrust, Coosa Valley was able to add EDIS (emergency department offering) which translated to \$50,000 in annual savings. Implementing EDIS also gave Coosa Valley integration capability with the Evident EHR, improving physician order entry and regulatory reporting. Additionally, \$180,000 in maintenance fees were eliminated.

Total cost savings to Coosa Valley Medical Center: \$230,000

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