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#### About Navigant

Navigant Consulting, Inc. (NYSE: NCI) is a specialized, global professional services firm that helps clients take control of their future. Navigant's professionals apply deep industry knowledge, substantive technical expertise, and an enterprising approach to help clients build, manage and/or protect their business interests. With a focus on markets and clients facing transformational change and significant regulatory or legal pressures, the Firm primarily serves clients in the healthcare, energy and financial services industries. Across a range of advisory, consulting, outsourcing, and technology/analytics services, Navigant's practitioners bring sharp insight that pinpoints opportunities and delivers powerful results. More information about Navigant and Navigant Cymetrix can be found at [navigant.com](http://navigant.com).

#### **Migrate from a legacy platform and maintain continuous account resolution effectiveness**

We help sustain the momentum of your cash flow while your staff concentrates on getting up to speed on the new system.

## LEGACY A/R SYSTEM CONVERSION SOLUTION

*Navigant's revenue cycle solutions team, spanning across the organization and its wholly-owned subsidiaries\*, assists healthcare providers in creating and protecting value in critical revenue cycle management areas. As a leading extended business office services provider, Navigant's subsidiary Navigant Cymetrix received the top-rated score of 92.4 out of 100 in the "2015/2016 Best in KLAS Awards: Software & Services" report — the third year we have received the Best in KLAS Award for extended business office services (also ranking first in 2012 and 2013). Our accounts receivable management team members extend the capabilities of your business office to gain efficiencies, reduce accounts receivable, and increase system conversion productivity.*

The rapidly-changing healthcare landscape has prompted healthcare organizations to move to more integrated health information systems — leading to the replacement of legacy systems. Every system conversion represents a major undertaking for healthcare organizations and comes with its own unique challenges. Navigant offers a proven pre-conversion accounts receivable placement strategy and account resolution that will allow your staff to focus on new system implementation while Navigant assists with revenue maintenance. With Best in KLAS service and a proven strategy based on gradual placement of accounts from the legacy system, Navigant's system conversion solution provides efficient account resolution and helps sustain cash flow.

### PROTECT CASH FLOW DURING CONVERSION

Navigant utilizes technology-enhanced processes to efficiently resolve accounts receivable from the legacy system, enabling the healthcare organization to focus on the implementation and training efforts involved in deploying the new system. Our solution assists in achieving a faster sunset of the legacy system while maintaining cash flow and improving provider resource utilization.

Navigant's solution leverages an experienced team that utilizes best practice revenue cycle strategies in all phases of system adoption, from platform selection through post-live system optimization.

## Proven placement strategy

AGED ACCOUNTS	PLACEMENT OF ACCOUNTS
> 120 days	4 months prior to conversion
> 90 days	3 months prior to conversion
> 60 days	2 months prior to conversion
> 30 days	1 month prior to conversion
All remaining accounts	Go-live conversion date

### Key benefits:

- Proven pre-conversion accounts receivable placement strategy
- Customized to meet each facility's conversion cycle
- Accelerates account resolution and reduces accounts receivable
- Management of old A/R allowing providers to concentrate on new billings and active account resolution
- Allows staff to focus on new system implementation
- Maintains cash flow during conversion and post-conversion through efficient account resolution
- Controls A/R spike that is typical with system conversions
- Cost-effective and efficient A/R management strategy designed to improve revenue cycle performance
- Effective management of the complex processes for each phase of system conversion
- Allows additional "just in time" training for staff on new system
- Increases staff productivity
- Professionals with experience on multiple legacy platforms
- Expedite sunset of the legacy system, reducing costs



\*Using an integrated approach, revenue cycle solution services are provided by Navigant Consulting, Inc., Navigant Cymetrix Corp., and Navigant BPM (India) Private Ltd.