

# How a Northeastern Health System Recovered \$54M in Lost Revenue with Revco

## MAXIMIZING COLLECTIONS

Revco Solutions is a leading healthcare revenue cycle management organization that helps healthcare providers maximize payer reimbursements, minimize patient billing, and streamline the claim denial and appeals process. With deep expertise in complex claim and payer strategies, Revco's denials management model turns written-off claims into recovered cash—and prevents future loss.

When it comes to denials, the financial impact goes beyond what's written off today—it's also about what's quietly leaking out of the system tomorrow. That's why real-world results matter.

## OUR SERVICES

### Insurance Revenue Recovery

#### *Denials Management*

Complex Claims  
Cash Acceleration & AR Resolution

### Early Out Self-Pay

### Bad Debt Collections

## OVERVIEW

One of the country's leading integrated nonprofit health systems partners with Revco to tackle denials after internal efforts hit their limit. While the organization maintains strong internal teams overseeing both technical and clinical denials, Revco's role is to act as a critical safety net and to focus on accounts already written off as uncollectable.

## HOW WE HELP

Using our proprietary follow-up system, structured workflows, and dedicated staffing, Revco delivers results beyond what internal resources can achieve alone. We pursue every viable denial within timely filing limits through targeted phone calls, payer inquiries, and detailed appeals to recover the more complex, high-value accounts requiring clinical expertise.

## SUCCESS

- **\$54.4M** in lost revenue recovered from denied claims inventory that had already been written off
- **36.05%** average recovery rate on those denials—turning sunk costs back into cash
- **\$21.4M** in preventable revenue loss uncovered through Revco's analytics, tied to avoidable authorization, billing, and technical denials
- **\$13.3M** in preventable write-offs recovered once those leaks were identified and corrected

The success of our engagement has cemented a long-standing partnership that continues to create measurable value.