

# All Florida Orthopaedic Associates

Large Orthopaedic Practice Thrives Thanks to Improved Financial Data

## At a Glance

### CLIENT

All Florida Orthopaedic Associates  
St. Petersburg, Florida

### ORGANIZATION

- ▶ 16 physicians
- ▶ 15 mid-level practitioners
- ▶ 1 location
- ▶ Orthopaedic & Rehabilitation Specialists
- ▶ 3 Anodyne Analytics Users

### ISSUES

- ▶ Reliable financial data needed for practice decision-making difficult to obtain
- ▶ Extraction of information from practice management system cumbersome and time-consuming
- ▶ Major decisions delayed by insufficient data

### SOLUTION

- ▶ Anodyne Analytics

### RESULTS

- ▶ Reliable, timely data available to practice with minimum effort
- ▶ Practice decisions made with confidence as a result of accurate financial information
- ▶ Reassurance in quality output by billing office and overall revenue cycle performance

## Improved Access to Data Assures Practice's Success

Arthur Nadelman, Executive Director of All Florida Orthopaedic Associates, has always prided himself on running a tight ship. But as business decisions became more complex for this growing orthopaedic and rehabilitation practice, Nadelman realized that he needed more detailed and more accurate data. What's more, he knew that he would never be able to extract that level of information from his practice management system.

Deciding whether the practice should open a satellite office is a good example of the kinds of issues Nadelman faced. Expansion is a huge decision for a practice—and one that is made primarily based on the numbers. So Nadelman brought in consultants to help guide the decision-making process. However, it quickly became clear that the types of data the consultants needed to make their calculations would take him weeks, if not months, to pull out of his practice management system.

## Finding the Right Business Management System is Vital

So the search for a business management application began. What Nadelman was looking for seemed simple: "We wanted a business management system that would provide us with data we could use to make our practice better."

He found exactly that with Anodyne Health's business intelligence (BI) solution, Anodyne Analytics. The company's proprietary Business Intelligence platform provides unprecedented visibility into all areas of the revenue cycle and is one of Anodyne Health's most highly rated features. Its data analysis and visualization tools are specifically developed for healthcare business professionals. And the fact that it is a fully hosted, end-to-end solution in which Anodyne Health manages everything, makes it the perfect choice for busy practices.

## Matched Collection a Winning Feature

One feature, in particular, made the decision to go with Anodyne Health a no-brainer for Nadelman: Matched Collections. Anodyne Analytics tracks all transactions (payments, adjustments, etc.) received against a particular date of service and matches them back to the original charge, providing a clear picture of your true revenue cycle. So, if a charge is submitted at the end of a month, a payment received a few weeks into the next month, and an adjustment is made the following month, everything would be matched

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— Arthur Nadelman,  
Executive Director

back to when the charge was originally submitted, regardless of when the payment or adjustment were posted, so it will “match” up. “That’s why I bought it,” Nadelman reports. All Florida Orthopaedics looked at a number of other analysis tools during their search for a BI solution and this matched concept was one of the key deciding factors in choosing Anodyne Health.

But Nadelman and his team use it for much, much more. Remember the pending decision about opening a satellite office? Anodyne Analytics’ Location Intelligence view helped him effectively evaluate his patient base allowing him to make an educated decision about the new site. Plus, generating the data needed to make the decision took just a few hours instead of weeks or months. “That’s amazing,” Nadelman says.

## **Compensation Decision-Making Aided by New System**

The next big challenge he tackled with the help of Anodyne Health’s insightful access to data was whether or not changing the practice’s provider compensation plan to a cost accounting foundation would be a good move for their practice. “Any decision involving compensation is a big decision. I would never have been able to conduct this review process without the data provided by Anodyne Health. We needed very specific data in order to make an educated decision, including the impact on the practice and the impact on the physicians. Anodyne Analytics helped us drill down into the data to get the information we needed.”

In the end, the data led them to make the decision to rule out cost accounting and Nadelman says they are looking at other compensation models. “We are still evaluating compensation systems, but with Anodyne Health’s assistance, we will make the right decision.”

It has been less than a year since Nadelman implemented Anodyne Analytics, a process he describes as “amazingly simple,” adding that “Anodyne Health did the majority of the work and tested everything. The training was efficient and the ongoing support has been terrific. We were up and running in no time.”

In all, the decision to go with the company was unquestionably the right one for the practice and he would “absolutely” recommend it to others. And it has also proven to be a source of peace of mind for Nadelman. Let’s face it—thinking you run a tight ship and having all the data at your fingertips to clearly demonstrate it— are two very different, and very good, things.



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