



**CASE
STUDY**

Kemberton Builds Financial Management Platform to Streamline Acquisition Onboarding

Organization

Kemberton

Leading provider of specialized revenue cycle management (SRCM) and healthcare revenue recovery services.

Project Description

Implementation of Sage Intacct and integration of multiple systems.

Services Provided

Implementation, integration, technical and training services.

“*The speed with which we were able to integrate our first acquisition convinced me that Sage Intacct provides the platform we need to scale the business.*”

Stephen Payne, CFO

Working with healthcare organizations across the country, Kemberton processes workers’ compensation, motor vehicle and other complex claims to ensure providers are properly reimbursed. Kemberton uses a proven healthcare revenue recovery process, managed through proprietary software, to collect on complex claims—which can represent 5% of a healthcare provider’s revenue.

In 2018, Kemberton made their initial acquisition of Professional Receivables Network (PRN) to further their joint goal of becoming the national leader in the specialized revenue cycle management (SRCM) space.



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Before the PRN acquisition, Kemberton's CFO, Stephen Payne, worked to prepare the organization for growth. Replacing QuickBooks with Sage Intacct was the foundational step in building a financial management platform. Payne's goal was to be able to integrate each acquisition quickly to achieve the expected economies of scale.



"We needed a solution with robust integration capabilities to work hand-in-hand with our proprietary claims process software. I knew integration and the reporting were strengths of Sage Intacct," said Payne.

45 Days to Consolidated Reports

With the acquisition of PRN, which was twice the size of Kemberton, the Sage Intacct platform was put to the test. "When we acquired PRN in October 2018, they were using QuickBooks. Working with a highly experienced LBMC consultant, we did a mini-implementation of Sage Intacct," said Payne.

By the end of November, 45 days after the acquisition, Payne was able to close the books for the newly combined operations of Kemberton. Including detail level AR and AP, Kemberton's leadership team was able to evaluate the performance of each business unit separately as well as the combined organization.

Key Benefits

With Sage Intacct, Kemberton's leadership team gets insight into the operational performance of acquisitions and their impact on the business as a whole.



Multi-entity Reporting

Sage Intacct accelerates integration of each acquisition's financial data to provide immediate insight into performance.



Eliminates Redundant Data Entry

Integration with proprietary systems as well as Salesforce and Nexonia expense management simplify data consolidation.



Dashboards Support Focus

Dashboards are designed to provide clear, focused insights so leadership can focus on optimizing the business.



Simplified IT Environment

Cloud-based financial management doesn't require big investment or long lead times to onboard acquisitions.



Designed to Scale

With cloud-based systems, it's easy to extend the systems that support uniform processes to acquisitions in any region.



"Sage Intacct's multi-dimension reporting capabilities allow us to easily isolate and analyze our business down to the department, service line or, in some instances, employee level."

Brian Robertson, Corporate Controller



Integration between systems

With the help of LBMC's technical group, Kemberton is taking advantage of Sage Intacct's flexible import and integration capabilities. Currently, data from Kemberton's proprietary claims processing system PTS Pro is easily uploaded to Sage Intacct. When the cloud version of PTS Pro is complete, the Sage Intacct API integration will automate additional billing processes.

With guidance from LBMC, Kemberton selected Nexonia to automate employee travel and expense management. Nexonia's daily automated syncs seamlessly transfer information such as employee name and department between systems, allowing Intacct to be their single source of truth for employee data.

"The integration with other software platforms such as ADP or Nexonia expense management saves valuable time and enhances our monthly closing process," said Robertson.

With LBMC's functional and technical assistance, all systems will integrate with Sage Intacct to help Kemberton achieve the efficiencies of scale that will come with growth.

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