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Alleviating mid-revenue cycle challenges with AI

5 opportunities for health leaders to win with AI

Hospital executives and revenue cycle leaders face increasing financial pressures and operational challenges. What are these challenges and what can be done to help solve them?

Explore five core pain points many leaders encounter within today's healthcare financial landscape, the opportunities those pain points present and insights into how artificial intelligence (AI)-driven solutions can help ease the pain.

Address staffing challenges amid rising costs

Enhance data security in a sensitive environment

Navigate budget constraints with efficiency

Gain real time insights for better decision making

Mitigate revenue pressure through denials prevention

Learn how fellow leaders have put these insights into practice and examine key data points to back it all up.

Address staffing challenges amid rising costs

Many hospitals face persistent staffing shortages that drive up costs and place extra strain on existing team members. Retaining specialized staff for clinical documentation integrity (CDI), coding and denials management has become increasingly challenging and costly.

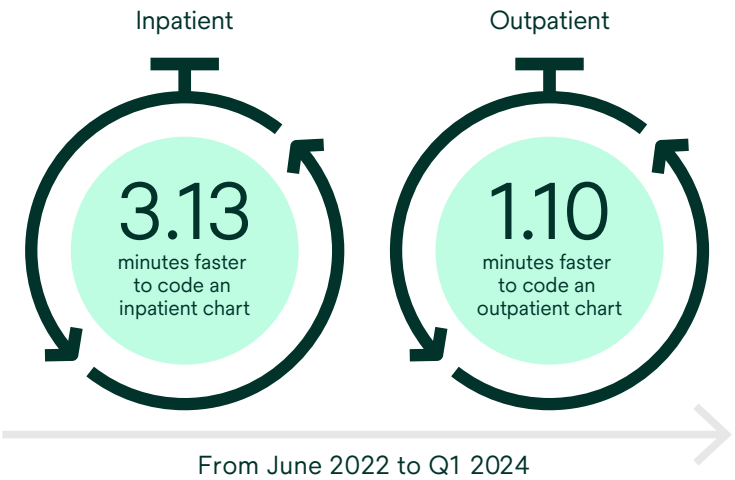
In a survey, 35% of medical groups in the U.S. report that medical coder is the most difficult revenue cycle role to hire.

How Solventum AI can help:

Streamline workflows, automate time-consuming tasks and support existing teams by leveraging AI for repetitive coding, CDI and audit processes.

Enable staff to focus on high-value activities, increasing job satisfaction and reducing burnout.

As a result of standardization and automation technology, a multi-state health system in the Midwestern U.S. saw a reduction in the time it takes to code a chart.



Navigate budget constraints with efficiency

Leaders are continually challenged to operate within tight margins while keeping growing revenue cycle functions running smoothly and efficiently.

Nearly 50% of U.S. hospitals experienced negative operating margins in 2022. Rising labor costs continue to strain budgets and make process efficiency a top priority.

How Solventum AI can help:

Decrease operational costs by improving coding accuracy, reducing denials and minimizing the need for costly rework or outsourcing.

Ensure accuracy from the start, saving time and financial resources.

By incorporating Solventum™ 360 Encompass™ Audit Expert System, a five-hospital system streamlined its prospective and retrospective review and audits into a single system aligned with its coding workflow.

17%

reduction in average monthly vendor costs and fees

Mitigate revenue pressure through denials prevention

Clinical denials continue to impact cash flow, requiring significant resources for rework and appeals—often with only partial success.

9% of charges or 3.3% of net patient revenue are at risk due to denials although nearly two-thirds of denied claims are typically recoverable, the appeals process is costly and inefficient.

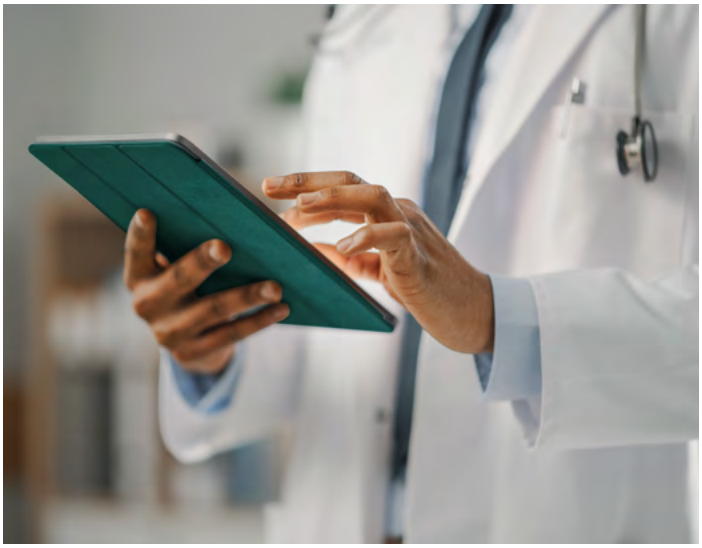
Nearly two-thirds of these being recoverable through appeals, yet only a small fraction is actually recaptured due to process inefficiencies.

Change Healthcare

How Solventum AI can help:

Detect patterns in denial trends, helping hospitals prevent denials before they occur.

Insights allow proactive action on common denial causes and reduce time spent on appeals.



"There's a lot of great tools out there, and they have come a long way since they've been invented. Physicians are starting to engage with them more and starting to actually seek out computer-assisted physician documentation. Part of that is the AI tools have gotten better so that they're not getting interrupted. It's actually a part of their workflow. And so I do think that's the future of provider documentation."

Dr. Mary Bourland, Mercy Health

Enhance data security in a sensitive environment

Hospitals are responsible for protecting massive volumes of patient data. Any breach can lead to compliance fines, reputational damage and loss of patient trust.

The average cost of a data breach in healthcare reached **$9.7 million in 2024**, according to IBM's annual Cost of a Data Breach **report**. This is nearly double the average for other industries, emphasizing the high stakes of data security for hospitals.

How Solventum AI can help:

Recognizing the importance of protecting your data, we are pursuing compliance with Federal Risk and Authorization Management Program (FedRAMP®) and GovRAMP™ requirements.

Continuous oversight helps identify and mitigate vulnerabilities quickly, providing peace of mind in an environment where patient data must always be kept safe.

"Security is not static.

It doesn't stay the same. There are bad actors out there all the time trying to break systems. But, despite that, the security tools you use are updated. You've got new scans and updated scans looking for new vulnerabilities.

And it keeps us accountable."

Justin Wootton, director of program management for federal markets, Solventum

Gain real time insights for better decision making

Siloed data within the revenue cycle makes it difficult for leaders to gain a full picture of revenue performance, wasting valuable opportunities for improvement.

Using a multidisciplinary approach can lead to a **10-30% increase in operational efficiency** as departments align their goals to achieve financial outcomes.

How Solventum AI can help:

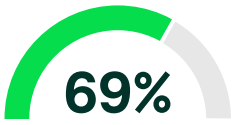
Access real time, integrated insights that provide a clear, comprehensive view of mid-revenue cycle performance and highlight areas for immediate attention.

Use intelligence to help inform data-driven decisions that can enhance operational efficiency and revenue generation.

Leveraging robust analytics tools for CDI, coding and quality teams enables leaders to help:

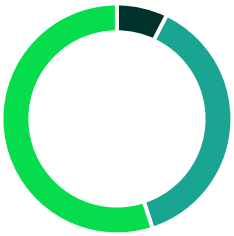
- Promote patient-centric care
- Support regulatory compliance
- Enhance revenue cycle management
- Drive performance improvements

Response rate -31%

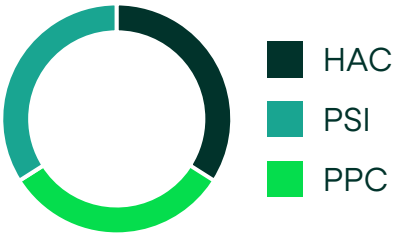


78% provider agreement

Code acceptance method



All indicators by family



Solventum™ Enterprise Analytics – Data driven insights

It isn't always smooth sailing in the mid-revenue cycle space, but AI-based solutions can empower hospital leaders to tackle these persistent challenges. Solventum's suite of solutions offer not only operational and financial efficiency, but also peace of mind as leaders work to meet organizational goals amid challenging conditions.

Contact Solventum today

For more information on how our software and services can assist your organization, contact your Solventum sales representative, call us at 800-367-2447, or visit us online at **Solventum.com**.

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