
EXECUTIVE SUMMARY

This case study demonstrates how The Diehl Group transitioned a major academic healthcare system from manual, retrospective reporting to a high-performance predictive revenue model. By architecting automated dashboards and custom pricing tools, **The Diehl Group eliminated operational bottlenecks, established revenue integrity, and increased team productivity by 30%.**

CLIENT OVERVIEW

The client is a leading academic healthcare system managing complex gross and net revenue streams across a multi-site medical network.

THE CHALLENGE: OPERATIONAL FRICTION & REVENUE VISIBILITY GAPS

The organization's financial analyst division faced structural barriers that impacted fiscal health:

- **Retrospective Bias**
Reliance on manual "look-back" reporting prevented leadership from anticipating revenue shifts in real time.
- **Capacity Constraints**
Labor-intensive processes created excessive overtime and administrative burden during peak annual budget cycles.
- **Data Integrity Risks**
The absence of standardized pricing tools introduced inconsistencies in forecasting and revenue projections.

THE SOLUTION: ENGINEERED REVENUE ARCHITECTURE

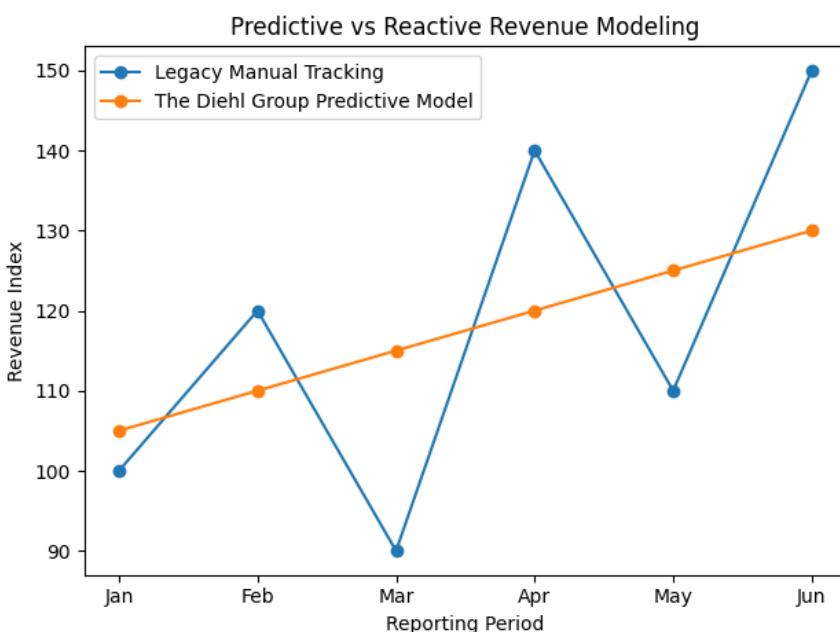
The Diehl Group led a multi-phase digital enablement strategy to modernize the revenue cycle:

- **Predictive Dashboard Design**
Architected an automated dashboard utilizing run-rate forecast projections to compute revenue in real time.
- **Proprietary Pricing Innovation**
Developed a custom pricing tool to ensure accuracy and standardized economic modeling across departments.

- **Organizational Enablement**

Directed IT-led data implementation and delivered comprehensive training to upskill analysts on new methodologies and SAP integration.

THE RESULT: ENTERPRISE-LEVEL OPERATIONAL MATURITY



- **30% Increase in Team Productivity**

Reduced manual data manipulation and accelerated budgeting and forecasting cycles.

- **Sustainable Resource Management**

Decreased reliance on overtime and PTO during peak demand periods.

- **Enhanced Decision Support**

Established a single source of truth for annual capital and expense budget forecasts—strengthening executive confidence in revenue planning.

Transition from reactive, manual revenue tracking to predictive financial intelligence enabled a 30% improvement in annual budgeting efficiency.

CONSULTING VALUE PROPOSITION

This engagement highlights The Diehl Group's ability to:

- **Architect Revenue Systems** — Designing predictive models that move organizations from hindsight to foresight.
- **Bridge Data & Leadership** — Aligning financial intelligence with executive decision-making.
- **Modernize Healthcare Finance** — Enabling scalable, digital-first revenue governance.