

Northwestern Medicine®



*"As a leader in specialty claims, **our partnership with EnableComp continues to be a valuable asset** to Northwestern Medicine."*

John A. Orsini
CPA, Executive Vice President
and Chief Financial Officer
Northwestern Medicine

The results

\$10M+ 

In additional collections
for workers' comp claims

56% 
Decrease in
days to pay

5 Northwestern
FTEs reallocated to
commercial payer
classes

A lesson in **resource optimization** from **Northwestern Medicine**

How the specialty RCM platform, e360 RCM®, enhanced their workforce and increased annual workers' comp uplift by 17%

The challenge

With award-winning facilities across Chicago, Northwestern Medicine is known for its commitment to superior quality, academic excellence, scientific discovery, and patient safety. Like all hospitals and health systems, their ability to meet the mission depends on the financial wellness of their organization.

For the financial leaders at Northwestern Medicine, innovative technology plays a key role in overcoming the staffing and reimbursement challenges that stand between them and financial wellness. Never content to let money sit on the table, **they look to EnableComp and the e360 RCM intelligent automation platform** to streamline and optimize Workers' Compensation (WC), Veterans Affairs (VA), and Out-of-State Medicaid (OSM) claims.

Over the years, the partnership between Northwestern Medicine and EnableComp has evolved into a more unified approach, characterized by ever-greater efficiencies and gains. **Today, with EnableComp handling both WC and OSM claims from Day One, their staff can focus on commercial claims — significantly increasing collection yield and impacting outcomes across payer classes.**

How we did it

Successful revenue cycle management depends on strategic resource optimization. When it comes to specialty RCM claims — the most challenging claims with the most elusive returns — knowing how and when to leverage a vendor partner is key to maximizing in-house capabilities for the best results.

Even at Northwestern's scale, they didn't have the expertise or technology to effectively manage the ever-changing specialty claims reimbursement process. By partnering with EnableComp on Day One claims, **they not only avoid underpayments, delays, and denials, they also keep their staff focused on what they do best.**



Advanced technology for strong outcomes

Built by tech innovators and specialty revenue cycle experts, powered by intelligent automation, and supercharged by human-in-the-loop interaction, e360 RCM® is a unified platform with over two decades in claims intelligence and \$5 billion in claims reimbursements. With nearly 50% automation, our platform is 7x more efficient than traditional workflows. Every processed claim makes the platform smarter — enhancing our proprietary algorithms for the highest yield and best-in-class outcomes in less time.



Optimized workforce

In the beginning, EnableComp started working Northwestern's WC claims at Day 120 while their in-house team managed the process from Day One through submission, initial payment or denial. Our success was so significant, they changed their approach and put our team on WC from Day One. By reallocating full-time employees (FTEs) from WC to higher-dollar commercial claims, they were able to cut costs, improve employee satisfaction, and maximize revenue across payer classes.



Trusted partner in RCM

The relationship between Northwestern Medicine and EnableComp is built on trust earned through years of collaboration. With a comprehensive approach and specialized teams, we consistently deliver for Northwestern — exceeding expectations in efficiency and revenue capture.



"EnableComp demonstrated the ability to collect on difficult, aged claims through a Workers' Compensation Day 120 partnership, which led to the decision to convert them to Day One billing for maximum revenue capture."

Rasa Ruzgas
Director of Revenue Cycle

"As we looked at our revenue cycle efficiencies and outcomes, the decision to reallocate our resources from workers' compensation claims to commercial payer claims was a successful strategy in driving down A/R within larger revenue buckets."

Michael Mullen
Vice President of Hospital Revenue Cycle

Claims solutions



Workers'
Compensation



Out-of-State
Medicaid



Veterans
Affairs



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enablecomp.com

EnableComp transforms the toughest corners of the revenue cycle — complex claims, denials and revenue recovery — through Complex Revenue Intelligence™, helping hospitals recover \$3 billion annually in hidden revenue and achieve up to 20% cash uplift with its AI-driven e360 RCM® platform and specialized expertise.

Built for what's next

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