



THE AUCTUS GROUP · CASE STUDY

In-house to outsourced — without missing a beat.

A multi-state ENT group running thousands of claims a month moved billing from an in-house department to Auctus. Revenue per claim rose 64%. The aged book was cut in half.

2026 RESULT

ENT

IN-HOUSE → OUTSOURCED

THE NUMBERS

REVENUE PER CLAIM

\$202 → \$331

+64% — payments matched to prior-month claims (30-day lag)

AGED A/R (120+)

–52%

\$1.65M → \$785K, worked down — not written off

TRANSITION DIP

Zero

2,500+ claims a month never stopped moving

THE STORY

01 The Problem

The group ran billing in-house — and at their scale, the cracks were expensive. The department was at capacity, \$1.65M had aged past 120 days, and claims were settling for less than the work deserved. Moving to an outside billing partner felt like the biggest risk of all: thousands of claims a month can't pause while a new team finds its footing.

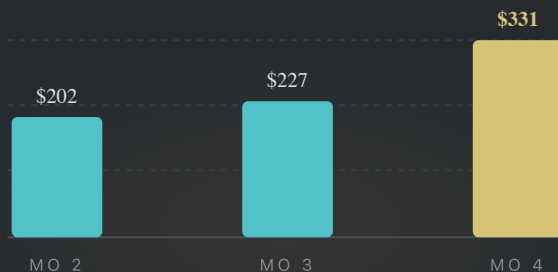
02 What Changed

- ▲ **The transition ran clean** — 2,500+ claims a month kept moving, \$1.08M of inherited backlog cleared in month one.
- ▲ **Revenue per claim up 64%** — measured the right way, payments against the prior month's claims.
- ▲ **The aged book cut in half without junk adjustments** — \$1.65M worked down to \$785K, not written off.

THE RESULTS

03 · REVENUE PER CLAIM (30-DAY LAG)

+64%



04 · THE A/R CLEANUP

4 months

–52%

Aged A/R (120+), down in four months

Worked down claim by claim — no junk adjustments burying the problem

Want numbers like these?

Real client data, anonymized to specialty and state — finding this money is what we do every day.



BOOK A CALL

THE AUCTUS GROUP

✉ sales@auctusgrp.com

☎ (708) 966-3025

🌐 auctusgroupconsulting.com

Results from actual Auctus client billing data over a recent four-month window (2026). Individual results vary by practice, payer mix, and case mix.