

Health services case study

Holistic healthcare provider gains control of their financial forecasting while increasing its fundraising revenue stream



AT A GLANCE

Client

A national nonprofit organization innovating in the area of cancer research, chronic illness, and lifelong wellness. Established in 2005, this medium-sized organization is one of the leading alternative medicine providers in the U.S.

Challenges

- Poor financial performance insights
- Inaccurate financial forecasting
- Lost fundraising opportunities

Results

- Customized KPI performance reports for each department
- Established processes
- Increased fundraising revenue

CHALLENGE

The healthcare leadership team lacked insight into their financial performance and was unable to forecast with accuracy and precision. This resulted in lost fundraising opportunities.

SOLUTION

Rock Creek analyzed the current situation and devised reports to monitor results against the budget.

We worked with each department head and created custom reports so they could track and measure their department contributions to the company's bottom line.

We tracked whether each department was meeting or exceeding expectations and reported in the “master” analysis with recommendations for the leadership team. We implemented business processes to improve efficiency in data capture, analysis and reporting.

OUTCOME

The client implemented the new business processes and reporting cadence developed by Rock Creek to improve financial insight and business decision-making. As a result, they realized efficiency gains and exposure to new opportunities and increased revenues.

CASE STUDY

National nonprofit cancer treatment provider gains control of its financial forecasting while increasing its fundraising revenue stream

INDUSTRY

Nonprofit, Health Services

CLIENT NEEDS

Sales Growth, Reduce Costs, Enterprise Value, Strategic Opportunities

