Every Payment Teaches Something

Is Your Firm Learning?

Turn what gets paid (and what doesn't) into better future decisions.

THE REVENUE REPORT CARD

SUBJECT	GRADE
Learn from billing outcomes	D
Pricing informed by real outcomes	C-
Billing & Collections Collaboration	B-
Continuous Improvement	F
EXTRA CREDIT — Connect pricing, billing, collections, and payment into one learning system.	A+

THE DIFFERENCE IS LEARNING

MOST FIRMS: THE END OF THE STORY

WORK → BILL → PAID = ✕

Outcomes get recorded.
The same mistakes get repeated.

TOP FIRMS: THE START OF THE NEXT DECISION

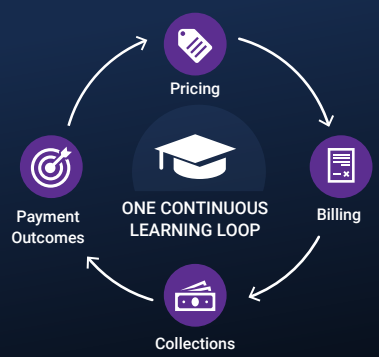
PRICING → COMPLIANCE → WORK → BILL → PAID → LEARN → IMPROVE → NEXT DECISION

Outcomes create insight.
Insight drives better decisions.

5 LESSONS YOUR REVENUE IS TRYING TO TEACH YOU

1. Every deduction is feedback, not just lost revenue.
2. Realization is historical data. Not hindsight.
3. Billing and collections are connected. Treat them like one.
4. Patterns don't disappear. They repeat.
5. What gets paid should shape what gets priced.

THE SOLUTION: ADERANT WORK-TO-CASH



Aderant Work-to-Cash connects outcomes to decisions so your firm keeps getting better.

- Connect what happens to what's next
- Close the gap between intent and outcome
- Protect margin and accerlate cash flow
- Build a culture that learns and improves

LEARN FROM WHAT GETS PAID. BUILD A STRONGER FUTURE.

Aderant