Aderant

# Modernizing Work-to-Cash Starts by Connecting the Entire Revenue Lifecycle

Leading firms aren't improving collections by focusing only on collections. They're transforming the entire Work-to-Cash lifecycle – from time capture through payment – to eliminate manual handoffs, improve revenue realization, accelerate cash flow, and reduce revenue leakage before it compounds.

## Why Firms are Moving Beyond Manual Processes

### Manual Work-to-Cash environments often create:

- Disconnected teams
- Missing or delayed time entry
- Inconsistent compliance
- Invoice rejections and rework
- Limited visibility
- Reactive collections

**These issues compound throughout the lifecycle, resulting in measurable revenue leakage.**

## 18% of Work Performed Never Converts to Cash

### For every $1,000 of work performed:

**$1,000 Work Performed**

↓

**$880 Realized**
(after write-downs and billing friction)

↓

**$820 Cash Collected**
(after billing delays and collections challenges)

↓

**$180 Lost Across the Work-to-Cash Lifecycle**

* Analyzed more than 1 million billing records:32 e-billing platforms, 600+ insurance clients, and ~50 root-cause subcategories

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# From Manual to Modern Work-to-Cash

| Manual | Modern |
| --- | --- |
| Disconnected processes | Connected Work-to-Cash lifecycle |
| Reactive problem solving | Proactive revenue management |
| Limited visibility | Real-time visibility |
| Billing delays | Faster billing cycles |
| Revenue leakage | Improved revenue realization |
| Collection challenges | Accelerated cash flow |

# Modernizing Every Stage of Work-to-Cash

Every stage of the Work-to-Cash lifecycle influences revenue realization. Modern firms improve revenue realization, accelerate cash flow, and gain operational visibility by connecting every stage rather than optimizing them independently.

## End-to-End Compliance and Billing Automation



**Win Work**
Pricing & Budgeting

**Prepare**
Setup & Readiness

**Capture**
Time & Expenses

**Review**
Bill Preparation

**Submit**
Bill Delivery

**Get Paid**
AR & Collections

**Improve**
Analytics & Insights

**Embed intelligent control. Accelerate cash. Reduce risk.**


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# The Impact of Modernization

Verified outcomes from billing record analysis and firms leveraging Aderant Work-to-Cash.

## Business Outcomes

**+5 hrs**
average monthly billable-hour lift per user

**32.7%**
increase in billed volume

**23.1%**
reduction in write-offs

## Operational Insights

**69%**
deductions driven by 4 root causes

**16%**
of invoices face preventable billing delays

*Across firms fully leveraging BillBlast, iTimekeep, and Onyx over a four-year period.

# What Modern Firms Do Differently



### Capture More Value

Capture more billable value and improve collection performance across the Work-to-Cash lifecycle.



### Accelerate Cash Flow

Reduce billing friction, improve invoice acceptance, and shorten the path from work performed to cash collected.



### Continuously Improve Performance

Use performance insights to continuously improve pricing, operations, and financial outcomes.


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