

Senior Living / Healthcare **Industry User Group**



Housekeeping



EARN 1 CPE CREDIT

Answer poll questions and complete the post-event survey to be eligible. QR code at the end of the presentation.



Q&A

Feel free to ask questions throughout the presentation

Welcome and Meet Your Team



Molly Ford

RKL

*Sales Director – Senior Living and
Healthcare*

Molly supports the Sage Intacct healthcare and senior living team at RKL. With over seven years of experience in the ERP space, Molly helps prospective customers navigate value-driven evaluations to ensure they make the best decision for their organization.



Navin Sadarangani

Prophix

Consulting Manager

Navin is the Consulting Lead at Prophix with a specialized focus in Senior Living. He has been with Prophix since 2019 and has completed numerous implementations over the years.

Agenda

- RKL Introduction
- Why Technology Matters Now
- Prophix Demonstration
- Breakout Discussions
- Survey

About our SOLUTIONS

At RKL, we help organizations take on everyday challenges while preparing for what comes next. A nationally leading advisory firm with more than 700 team members, we bring diverse, real-world experience, relevant credentials and practical solutions to each engagement. We're in it with you, taking the time to understand where you are and where you want to be in the future.

accountingTODAY

2025
**Top 100
Firms**



TAX

Gain a competitive advantage with tax planning, strategy and specialized services including R&D, cost segregation, international tax and more.



ASSURANCE

We deliver confidence, integrity and consistency with a spectrum of assurance solutions, including audits, reviews, compilations and more.



TECHNOLOGY & CYBERSECURITY

Enhance your technology infrastructure with a wide range of business software and cybersecurity solutions.



HUMAN RESOURCES

Outsourced and consulting services to drive better team performance and engagement.



WEALTH MANAGEMENT

Achieve your unique aspirations with a full suite of financial planning, investment advisory and business advisory solutions.

Our Solutions for the Healthcare & Senior Living Industry



Technology

Licensing, Implementation & Support

- Sage Accounting Software Reseller
- FP&A Software
- EHR Integration
- Process Automation



Clinical Consulting

- Regulatory compliance
- Clinical operations improvement
- Pre-survey assessment



Financial & Advisory

- Audits and accounting
- Data analytics
- Financial planning and projections



Outsourced Advisory Services

- HIPAA Risk and Compliance Services
- MDS support
- Medical billing
- Outsourced accounting & HR



Outsourced IT and Risk Services

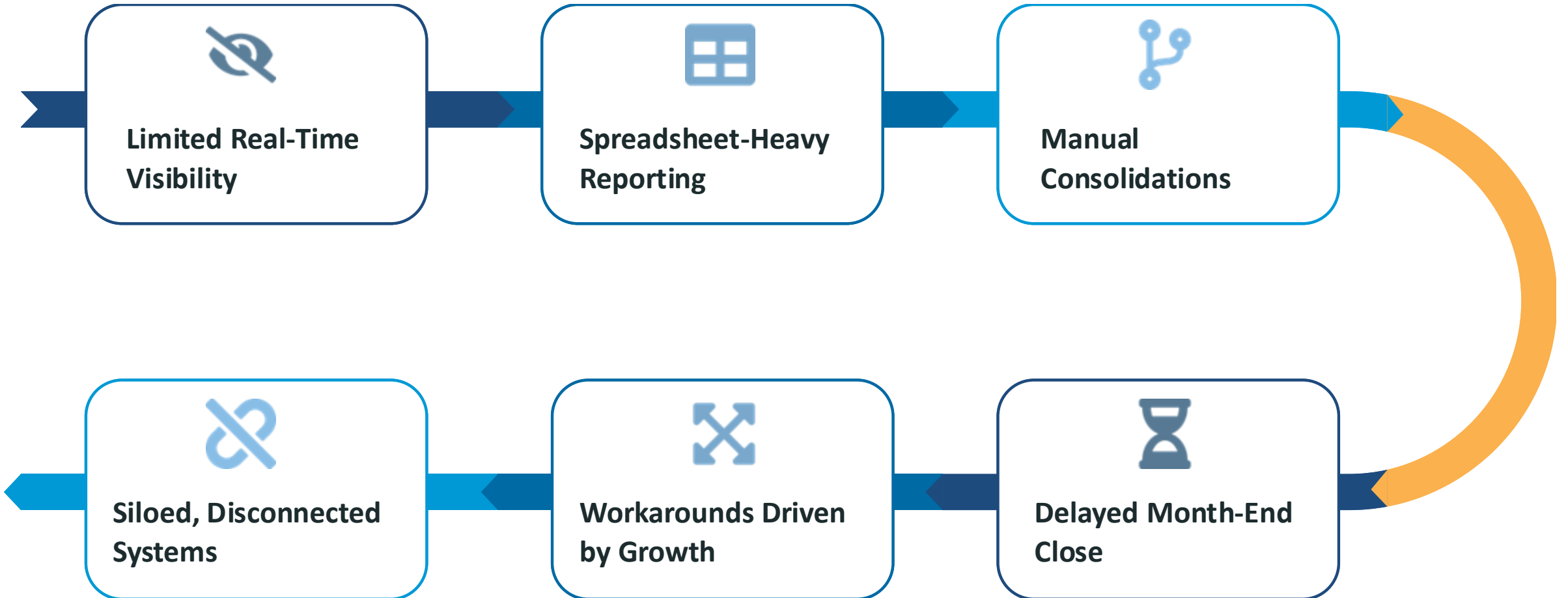
- Cybersecurity Planning and Management
- Network Administration
- Backup and Disaster Recovery

Why this matters now



Technology is no longer just a back-office concern

The Current Reality in Many Organizations



IDEAL FUTURE STATE The Integrated Tech Stack



EHR
PointClickCare

- Clinical Data
- Census

Accounting ERP
Sage Intacct

- Strong General Ledger
- Real Time Financial Reporting & Dashboards
- AP Automation
- Fixed Asset Management
- Multi Entity Environment

FP&A
Proprix

- Budgeting
- Forecasting
- Scenario Modeling

Payroll
ADP

- Labor costs
- Compliance



Unique Complexity

For Healthcare and Senior Living Organizations



Multiple Revenue Streams

IL · AL · SNF · Memory Care



Multi-Entity Structures

Separate legal entities, ownership groups, and consolidations



Complex Billing & Reimbursement Models

Medicare, Medicaid, private pay, managed care, and waiver programs



HUD / Bond / Lender Reporting

Covenant compliance, debt service coverage, and investor reporting



CMS & State Regulatory Reporting

PBJ, cost reports, survey readiness, and state licensure requirements



Staffing Intensity

High-volume, shift-based workforce with complex scheduling and labor rules

Prophix Demonstration Examples

Scenario 1

Payer Mix Scenario Modeling

- Understand how shifts in patient insurance portfolios impact your bottom line.

Medicare

Fee-for-service &
Medicare
Advantage



Medicaid

Waiver programs
& state-specific
rates



Commercial Insurance

Contracted rates
by plan type



Managed Care

Capitated &
bundled payment
models



Private Pay

AL, IL & Memory
Care Residents



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Scenario 2

Census Driven Labor Cost Forecasting

- Requirements flex with occupancy and patient/resident acuity.
- The importance of continual forecasting because staffing needs often rise or fall with census



Breakout Discussion Topics

What types of challenges are you having?



- Technology
- Process
- People

How is your organization using AI?

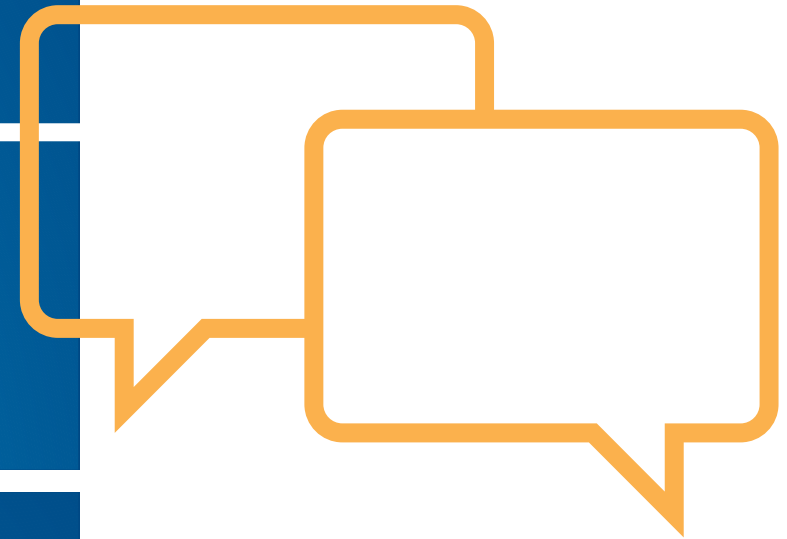


- If your organization is not utilizing AI, why?
- What type of AI is being used?
- What areas of the business are you using AI?

What's your tech stack today?



- What does your system integration look like?
- What does your ideal technology stack look like in the next 3,5,7 + years? What is your plan for your current systems?



Thank you!



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