

Local & regional sales reps • Internet sites • Television advertising

35,000 monthly calls



AAC Headquarters / Call Center

Insurance benefits verified

1,000+ monthly admissions



PPO benefits or high cash pay

HMO benefits or low cash pay

8 facilities
840 beds



Premier Residential Facility
(e.g. Desert Hope - Las Vegas)

vs



4 facilities
285 beds

Standard Residential Facility
(e.g. Recovery First - Ft. Lauderdale)

Premium facilities & amenities
Higher staff to client ratio / smaller groups
Longer average length of stay
Out-of-network

Standard facilities & amenities
Lower staff to client ratio / larger groups
Shorter average length of stay
In-network

Reimbursed at a % of charges depending on policy
Revenue estimated based on analysis of prior collections
Higher revenue per day
Longer DSO's (80 - 90 days)
Higher doubtful accounts

Reimbursed at a fixed rate depending on payor contract
Revenue known
Lower revenue per day
Shorter DSO's (50 - 60 days)
Lower doubtful accounts

Post Discharge

Post Discharge



+



AAC Adjunct
Outpatient Center

AAC Sober Living /
Supportive Housing



AAC or other Local Outpatient