DEREK COLLINS

SENIOR BUSINESS CONSULTANT

CONTACT

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Nashville, TN

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SKILLS

- Revenue Cycle
- Denial Management
- EHR
- Excel
- Power BI
- SQL
- PowerPoint
- Project Management
- Healthcare Operations
- Communication

EDUCATION

Bachelor of Business Administration

05/2017

Belmont University

Nashville, TN

Management

CERTIFICATES

Certified Revenue Cycle Representative (CRCR)

09/2020

Healthcare Financial Management Association (HFMA)

SUMMARY

Senior business consultant with 9 years improving revenue cycle, operations and reporting for hospitals and physician groups. Runs client engagements end to end, from current-state assessment to implementation, and pairs Excel and Power BI analysis with clear communication to clinical and finance leaders, recovering $30M+ for clients.

EXPERIENCE

Senior Business Consultant

03/2022 - Present

Cumberland Health Advisory — Nashville, TN

Healthcare consulting firm serving 70 hospitals and physician groups.

- Lead revenue cycle assessments for **8** health systems a year, each with net revenue of $300M-$2B.
- Redesigned denial management workflows for a 6-hospital system, recovering $11M in the first year.
- Build Power BI dashboards on claims and EHR data that executives review in monthly operating meetings.
- Mentor 4 consultants and review every client deliverable before it goes out.

Business Consultant

06/2019 - 02/2022

Harpeth Consulting — Franklin, TN

Operations consulting for physician practices and ambulatory centers.

- Analyzed patient access and scheduling data for 25 clinics, raising visit capacity 12% without new hires.
- Wrote Excel staffing and productivity models used in 10 practice turnarounds.
- Ran project management meetings and status reports for 3 concurrent implementations.
- Prepared PowerPoint board presentations summarizing results and next-phase proposals.

Business Analyst

06/2017 - 05/2019

Brentwood Revenue Partners — Brentwood, TN

Medical billing company for 150 physician practices.

- Reconciled monthly payer remittances for 40 practices, catching $1.2M in underpayments.
- Built SQL reports on aging accounts receivable for client managers.
- Documented billing processes ahead of a system conversion for 600 users.