

## REVELWOOD SUCCESS STORY



# EyeCare Partners Gains Visibility with Greater Analysis and Reporting

### OVERVIEW

Industry: Healthcare/Vision

### CUSTOMER PROFILE

EyeCare Partners

### CHALLENGE

Get true, scalable P&L views at the site level

### SOLUTION

Workday Adaptive Planning

### BENEFITS

- Incorporate a complex business structure into its FP&A processes
- Get a consolidated view of financials of businesses it was considering acquiring
- Implement long-range planning

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Senior FP&A Manager  
EyeCare Partners

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EyeCare Partners, headquartered in St. Louis, is the nation's leading provider of clinically integrated eye care. The organization has a national network of over 300 ophthalmologists and 700 optometrists that provide a lifetime of care to its patients. Its practice locations provide services that span the eye care continuum in 18 states.

### The Third Time is the Charm

EyeCare Partners had relied on spreadsheets for budgeting, planning and reporting. The organization selected Workday Adaptive Planning to replace spreadsheet-based budgeting, with a goal of getting scalable balance sheet views and reporting. EyeCare Partners' implementation of Workday Adaptive Planning faced complexity.

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### Reflecting a Complex Business in FP&A Models

The ophthalmology side of EyeCare Partners is more complex than the optometry side. The optometry side has doctors and retail lenses and frames. Ophthalmology has a number of revenue streams including drug sales, surgery centers, surgical rooms and more. An additional complication is the need to see and analyze data by legal entity structure.

“Revelwood was instrumental in creating those dimensions for us,” added Siegley. “When we get our postings from our SAP general ledger (GL), we can view the cost centers and data by the necessary parameters. We can view detail at local levels and at broader levels.”

## About Revelwood

Revelwood helps finance organizations close, consolidate, plan, monitor and analyze business performance. As experts in solutions for the Office of Finance, we partner with best-in-breed software companies by applying best practices guidance and our pre-configured applications to help businesses achieve their full potential.



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EyeCare Partners has its Workday Adaptive Planning environment integrated with its SAP GL. Siegley and his team can import HRIS data, and he created custom accounts within Workday Adaptive Planning to represent the impact of team member sizes. “We look at this data monthly, which is valuable for budgeting and forecasting,” commented Siegley. “We can also do periodic reviews to see if accounts went up or down, and then examine how that will impact revenue streams and expenses.”

## Seeing the Future through Long-Range Planning

With Revelwood’s help, EyeCare Partners did its 2024 budget in Workday Adaptive Planning, as well as engaged further for long-range planning. They created a new process for 2025–2028 using sheet inputs based on compounded annual growth rate (CAGR) percentages of net revenue to run rates.

Each business segment can input its growth rates and run rates. Revelwood and Siegley’s team also built overrides that could be applied to a specific site or location. This enables EyeCare Partners to apply a standard growth rate to the entire market, while also addressing exceptions.

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