BOYS & GIRLS CLUBS OF GREATER REDLANDS-RIVERSIDE

# From 15%+ Projected Shortfall to Less Than 2% True Underutilization

NexDiscovery's proprietary Proactive Intelligence securely correlated fragmented contract, staffing, timecard, billing, calendar, and rate data to find recoverable missed revenue, generate invoice-ready evidence, and replace retrospective reconciliation with proactive monthly revenue assurance.

SECURE IN-ENVIRONMENT CORRELATION

**The revenue was not visible in any one report. It became recoverable only when NexDiscovery correlated the full operating picture.**

**15%+ → <2%**

Projected shortfall reduced to true operational underutilization

**53%**

Recoverable missed revenue found

**100%**

Submitted recovery paid in full

**0**

New dashboards, analyst workflows, or usage-based token costs

THE PROBLEM

## The shortfall was only the signal.

Leadership could see the contract trending below plan. What it could not see was why. One variance number blended earned revenue, staffing gaps, billing mismatches, calendar complexity, rate and title issues, and capacity outside BGCGRR's control.

WHAT WAS ACTUALLY NEEDED

## Not another report. Secure intelligence that could correlate the whole operating picture.

BGCGRR needed to separate revenue it could recover from utilization it could still influence and capacity outside its control — then turn that intelligence into evidence the organization could act on.

NO MANUAL RECONCILIATION PROJECT

NexDiscovery

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FROM MISSED REVENUE TO CASH RECOVERED

# Discover. Isolate. Recover. Act. Prove.

| | | |
|---|---|---|
| 01 | DISCOVER | Correlated contract terms, staffing, invoices, rates, calendars, and operating changes. |
| 02 | ISOLATE | Separated recoverable revenue from factors outside BGCGRR's control. |
| 03 | RECOVER | Found that **53%** of true missed revenue could be recovered as earned value. |
| 04 | ACT | Generated invoice-ready evidence instead of another manual analysis task. |
| 05 | PROVE | BGCGRR submitted the recovery. It was paid in full. |

THE RESULT

## From retrospective reconciliation to proactive revenue management.

NexDiscovery gave leadership a trusted view of what was captured, what was recoverable, what remained controllable, what was constrained, and what needed to be managed monthly going forward.

> **The breakthrough: knowing which part of the shortfall could actually be recovered.**

THE COMPOUNDING VALUE

## Recovery was the first outcome — not the last.

CEO / BOARD

### Explainable performance

What happened, what was recovered, and what remained outside BGCGRR control.

FINANCE

### Forecast from reality

Budget from the contract's real operating dynamics instead of rebuilding spreadsheet models.

OPERATIONS

### Monthly revenue assurance

Surface missed revenue and underutilization while there is still time to act.

STAFF TIME

### Hundreds of hours eliminated

Manual reconciliation, analysis, forecasting, and cross-checking no longer rebuilt by hand.

CUSTOMER PERSPECTIVE

**"We knew the money was there, but we simply didn't have the human hours to find it before the deadline. NexDiscovery correlated our fragmented data and recovered revenue we had already earned that we would not have recovered otherwise."**

**Michael Wells, CEO** • Boys & Girls Clubs of Greater Redlands-Riverside

See what NexDiscovery can find in your data.

NEXDISCOVERY.COM