

Constellations Behavioral Services

Executive Summary

Previous Software:

QuickBooks

Results with Next Level Now:

Improved decision-making

Enabled new funding sources

Gained real-time insight into key metrics that support organization's mission

Customized dashboard presents data at a glance, including employee utilization



A Modern Financial Solution Helps Support Ongoing Growth

Constellations Behavioral Services is a growing ABA provider that helps families and children with autism and developmental disabilities reach their highest potential by affecting positive behavioral changes that enable them to communicate, develop and become more self-reliant. Working with school districts to improve services, and with children directly at their clinic in Portsmouth, NH, Constellations' programs are specifically designed to address each individual child's skill deficits across a wide range of developmental domains—including language development, social skills, self-help, play and academic achievement. To retain focus on their primary goals, Constellations partnered with Next Level Now, for financial and strategic solutions.

Handle the Complexities of Growth

Most ABA organizations start small, with business operations handled through QuickBooks or even simple spreadsheets. As the business grows, operations need to be managed more formally. Business processes need to be in place to ensure details are handled efficiently—billing, insurance, financing requirements, payroll and benefits administration and more.

Taking on more clients, projects and offices requires financial management and planning that will strengthen the foundation for the rapid growth ahead. "A small business owner is expected to be an expert in everything, but you can't be," said Heald. "It's very helpful to have a relatively affordable expert sitting over your shoulder to help you get through more complex projects. Helping you see all the financial angles with planning and forecasting is a huge relief as you build the business."

“ Working with Next Level Now allows us to focus on what we are good at.

Through business process outsourcing, we make sure that our internal processes are managed well. With the day-to-day details handled by a team we trust, we can focus on service excellence and strategic growth.”

Tim Heald

CEO Constellations Behavioral Health Services

Best-in-Class Financial Management Lays the Foundation for Growth

CFO-led outsourced accounting, provides Constellations with the insights necessary to support complex decisions of a growing a business. Insights include:

- Reporting across multiple locations to give owners a clear view of performance at individual centers and of the organization as a whole. Being able to identify strengths and weaknesses in separate locations allows managers to balance resources. Best practices from high-performing centers can be applied to those lagging.
- Cash flow projections to allow owners to prepare for current and future needs. Working with government agencies and insurance providers can make estimating cash flows an art. An experienced financial partner can help navigate the complexities of cash.
- Financial and tax implications of special projects and programs under evaluation. Expansion into new regions can have unexpected complications, from local tax laws to the costs of opening a new facility. Having an advisor to help owners think through all the details builds confidence in taking on the risks inherent in growth.

The professionals of Next Level Now understand the unique business challenges of Autism and Behavioral Health Services providers. We know it can be easy for ABA owners to get bogged down in small tasks that take the focus off the big picture. We handle day-to-day details, putting together customized dashboards, handling accounts payable, payroll and human resources. The transactional work is overseen by an experienced and highly-skilled CFO who guides the organization.

In addition to clear, concise financial reporting, Next Level Now will go beyond the accounting role, providing insights to help overcome the challenges of growth. To develop a plan or action for clients, Next Level Now professionals will:

- Actively listen to learn the intricacies of the organization, and what keeps the client's leaders up at night. Listening is part of understanding and leads to holistic analysis.
- Follow up with more questions and become proactive problem solvers, opening the door to creative and innovative solutions.
- Implement the best solution to help solve the issues that are facing the business. Through this plan Next Level Now help clients grow and reach their next level.



About Constellations Behavioral Services

Constellations Behavioral Services is the leader in NH for ABA, located in Portsmouth, NH and recently opened a second location in Danvers, MA. They work closely with schools and parents to develop and implement Applied Behavior Analysis programs that help children with autism and other developmental delays lead happier, healthier, and more productive lives.