

Lesser Of Analytics

Do you know how to manage your hospital's lesser of provisions?

AppRev does

Introducing Lesser Of Analytics, our powerful new solution to manage the challenging world of providers' lesser of provisions.

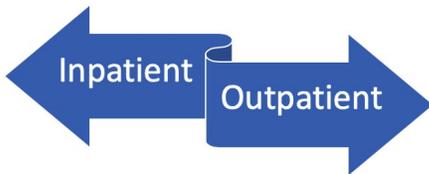
AppRev's Lesser Of Analytics helps providers understand the scope and detail of their lesser of position and mitigate losses, by developing key pricing strategies.

Using the managed care contracts provided by the customer, AppRev creates an analysis to identify outpatient and inpatient claims or services that have been paid based on a lesser of provision, along with the calculated net revenue impact of each quantity of service at the plan code and patient type level.

Lesser of: The Problem

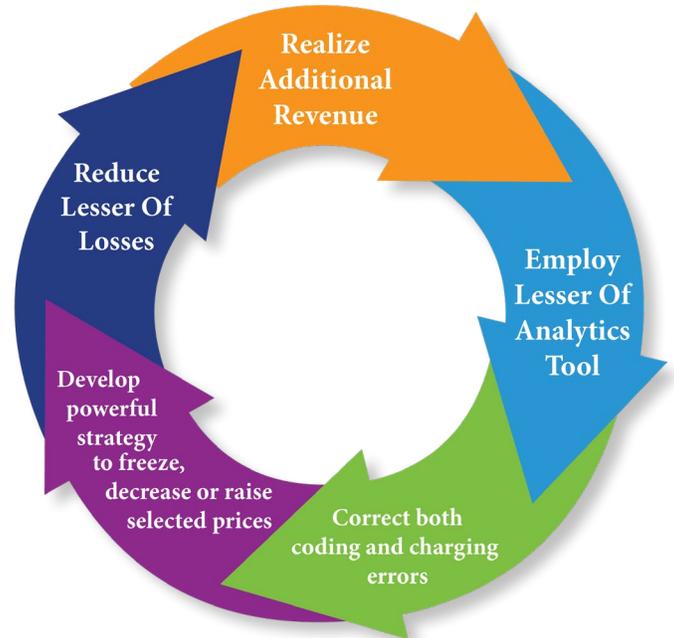
Providers may enter into managed care agreements that contain "lesser of provisions". This is a term where the payer agrees to pay, and the provider agrees to accept, the lesser of the contracted rate or the billed charges.

The implication being that if your charge is too low you will receive less of a payment than you could have based on an agreed upon rate. We refer to this as the lesser of "loss".



Lesser of analysis is generally split by inpatient and outpatient services.

"lesser of provision" - a term where the payer agrees to pay, and the provider agrees to accept, the lesser of the contracted rate or billed charges



Denials Intelligence

Charge Accuracy

Pricing Transparency

Pricing Analytics



Gain confidence in your hospital revenue cycle.

Three Approaches to Lesser Of

Contract and Data Analysis

Using contract terms and claim level data, AppRev will identify impact and source of lesser of losses.

Net Revenue Calculation

AppRev can calculate the price sensitive net revenue impact of each quantity of service at the plan code and patient type level. This understanding of the price sensitivity can help providers develop a strategy to minimize lesser of losses. AppRev will develop a strategy to freeze, decrease, or raise selected prices to reduce lesser of losses.

Additional Analysis

Inpatient lesser of may be created by additional reasons:

- Charging errors
- Coding errors

AppRev can take additional steps to analyze the accuracy of these processes. Our experience has shown that additional revenue can be realized through a detailed review of both of these areas.

What we require:

- 12 months of ANSI 837 and 835 data
- 12 months of revenue and usage
- Contracts/Fee schedules
- Plan code master
- CDM

AppRev will provide an analysis with the following elements at the minimum:	Inpatient	Outpatient
A summary by payer : <ul style="list-style-type: none"> • Lesser of loss • Number of accounts falling into lesser of 	X	X
All accounts that meet the specific terms of the lesser of provisions	X	X
Total charges on the claim	X	X
The HCPCS on the account		X
Amount of the lesser of loss		X
Any applicable carve outs to the analysis for a claim level lesser of		X
Case Identifier such as MS-DRG and the contracted rate	X	
Any carve-outs to the lesser of	X	
Discharge status	X	
Length of stay for a claim level lesser of	X	

About AppRev

AppRev, a Centauri Health Solutions company, delivers results through Artificial Intelligence (AI) services and technology that allow hospitals and physicians to optimize revenue cycle performance. Using our cloud-based, Service Supported Software™ Pricing Analytics, Pricing Transparency, Charge Accuracy and Denials Intelligence solutions, providers can identify, quantify, resolve and measure key revenue cycle issues. All AppRev solutions employ ongoing measurement of revenue cycle improvement and can be tailored to meet customer requirements. AppRev works with more than 150 hospitals throughout the United States and Bermuda.

