



AppRev

Gain confidence in your revenue cycle.

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Pricing Analytics: Bringing Price Transparency to Light



Hospitals face incredible pressure to develop and implement defensible pricing strategies while keeping an eye on the bottom line. AppRev has developed the industry leading hospital pricing solution to help providers tackle pricing transparency.



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Charge Accuracy

Denials Intelligence

ICD-10 Metrics Study

Pricing Analytics

Pricing Transparency



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AppRev models and projects the financial impact of all of the potential strategies hospitals may wish to create. These strategies can be combinations of market, payer, net revenue, departmental, service lines - the list is almost endless.

Pricing Analytics is the most accurate calculation of any pricing strategy that a hospital may want to consider. Quarterly monitoring ensures that the hospital's implemented strategic pricing solution is achieving the projected result.

The AppRev Difference

- No software to install
- Simple and powerful user environment
- Quarterly monitoring of results
- Flexible and accurate with a nearly limitless ability to model various pricing strategies
- Expert help to understand and act on analysis and recommendations
- Easy start: AppRev pricing consultants build the model from start to finish



Step-by-step guidance: a team of financial experts leads you through the entire process.

Key Features

- Create a pricing strategy
- Understand market prices
- Build rational/relational prices
- Accurately project net revenue impact

Job Details: SCO REGIONAL MEDICAL CENTER - Pricing Demo

Files Pools Contracts Constraints Deliverable Monitor

Edit Constraint

Constraint	Operation	Pct Increase
Total Charges Constraint	Less or Equal	6.4%
Emergency Department 30% Maximum Increase	Less or Equal	30%
Blue Cross 5% CDM Increase Limit	Less or Equal	5%

Multiple Payer Constraints available: Total Charge, Payer Specific and/or Department-Specific



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Methodology

- Concise and clear presentation of detailed data and recommended prices for review and approval
- Gross and net revenue impact calculations for each business rule
- Department, Service Line and Payer impact
- Client-selected and defined rules
- A business rule for every price
- Custom views available
- Client-selected peer facility benchmarks, including:
 - ASC
 - Hospital
 - Physician
- Consultative approach to developing custom price strategy
- Mathematical model using all relevant data to create an optimal solution
- Market position and change for each pricing scenario

Service Supported Software™

Our Client Portal enables the Client and their project teams to simultaneously access project parameters, progress, updates and deliverables.

With our cloud based user portal, the Client can:

- Communicate with their dedicated AppRev service team
- Upload data
- Review and select rules
- Review job details with easy-to-use tools
- Access data deliverables and reports

Our comprehensive pricing solution includes:

All CDM items	Managed care contract terms
Relational Pricing	Strategic goals: <ul style="list-style-type: none"> • Market position • Net revenue

"Pricing Analytics gave me the confidence to make decisions I wouldn't have otherwise made, with outstanding results."

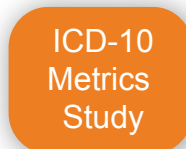
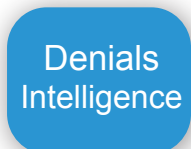
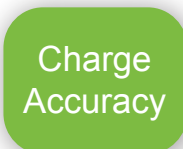
Ben Spence, CFO

Lee Memorial Health System



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