



AppRev

AN OSG COMPANY

Gain confidence in your revenue cycle.

mapkeys
compliant



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.

Denials
Intelligence

Charge
Accuracy

Charge
Review

Pricing
Analytics

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AppRev models and projects the financial impact of all of the potential pricing 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 hospital pricing strategy. 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 pricing strategy results
- Flexible, transparent and accurate with a nearly limitless ability to model any pricing strategy
- Expert help to understand and act on analysis and price recommendations
- Easy start: AppRev pricing consultants build the model from start to finish



Step-by-step guidance: Our team of hospital pricing experts leads you through the entire process.

Key Features

- Create a hospital pricing strategy
- Understand hospital 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

Denials Intelligence

Charge Accuracy

Charge Review

Pricing Analytics



Methodology

- Concise optimized pricing data
- Recommended prices for your review and approval
- Gross and net revenue impact calculations for each strategic business rule
- Department, Service Line and Payer impact report views
- Client-selected and defined rule creation
- A transparent business rule for every price
- Customized table and report views are readily available
- Client-selected peer hospital facility benchmarks, including:
 - Ambulatory Surgical Center (ASC)
 - Hospital Medicare Prospective Payment Benchmarks (MEDPAR)
 - Physician Fee
- Consultative approach to developing your custom hospital pricing strategy
- Mathematical model using all relevant hospital revenue data to create an optimal transparent pricing solution
- Market position and change for each hospital pricing strategy

Service Supported Software™

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

With our cloud based user portal, our Clients can:

- Communicate with their dedicated AppRev service consultant
- Upload revenue and fee data
- Select and review pricing rules and strategies
- Review pricing job details with easy-to-understand reports
- Access deliverables and reports based on your pricing strategy

Our comprehensive pricing solution includes:

Relational fee pricing	Strategic transparency goals: <ul style="list-style-type: none"> · Market positioning adjustments · Net revenue optimization 	Managed care contract terms
All Charge Description Master (CDM) items		CDM fee increase or decrease strategies

“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

