

Defensible Price Modeling

Increase the defensibility of charges through market comparisons, examine the relationship of charges to costs and review the impact of price changes on net revenue

Establish defensible pricing

With open-chargemaster laws and more patients opting for high-deductible insurance plans, consumers are “price shopping” for health care. Hospitals are under increasing pressure to defend their charges. nThrive can help with:

- **Comparative Benchmarks** – nThrive maintains the most comprehensive and timely proprietary pricing benchmarks that cover 100 percent of the chargemaster, including all inpatient and outpatient services, supplies and drugs
- **Local Price Comparisons** – Clients can also target specific competitors from publicly available sources at both the CPT® and clinical service level
- **Compare and Adjust Charges to Costs** – Prices can be set based upon highly flexible cost mark-up rules to increase consistency and defensibility at the line-item, department and facility level
- **Deep Industry Knowledge** – nThrive has over 20 years experience in price modeling
- **Cross-Facility Price Standardization** – Corporate facilities can standardize prices within local markets

Protect net revenues

It is not enough to just have defensible prices; it is essential for hospitals to understand and control the bottom line impact of any new pricing strategy.

- **Insurance Plan Level Analysis** – nThrive will model each of your insurance plans to accurately gauge the impact of price changes
- **Stop-Loss Analysis** – As an optional service, the impact of price changes can be modeled at the patient level to factor in the projected increase or decrease in managed care stop-loss payments
- **Net Revenue Impact** – Determine how your hospital's net revenue will be affected by proposed pricing changes

Action-oriented reports

By providing you with the detail needed to support your decisions, you will have the ability to explain and support pricing strategies.

- **Identification of Outliers** – Quickly and easily identify your current prices that are above and below your established cost thresholds and regional benchmarks
- **Graphical Representations** – Show pre- and post-modeling relationships of prices to cost and the market
- **Executive Summary** – Present your findings and recommendations to the board in a concise document
- **Summary Reports** – Detail final price mark-ups relative to cost
- **Impact Reports** – Quantify the effects of implementing the projected gross and net revenue impact of pricing changes at the department, payer, patient type and facility level



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