# Trisus®
## Pricing Analyzer™

Trisus Pricing Analyzer is a powerful application designed to streamline and automate strategic price modeling to create transparent and defensible pricing while improving net revenue.

## Trisus Pricing Analyzer enables hospital financial teams to **take control** of strategic pricing with an automated process that adapts to payor and competitive conditions.

In today's age of patient consumerism, hospitals are under intense scrutiny and pressure to develop transparent and defensible pricing, while at the same time maintain slim margins in increasingly competitive markets. To do so requires a balancing act by hospital financial teams to manage pricing strategies to improve visibility and transparency, enhance the revenue mix to better meet hospital financial goals, and reduce compliance risks.

When the pricing policy and rate schedules for a hospital are out of alignment, inconsistent, inaccurate, or non-compliant, it is virtually impossible for the hospital to realize and retain the net revenue to which it is entitled. Traditional 'across the board' rate increases oftentimes fail to meet the expected returns and can cause unintended harm because of indefensible and undocumented processes. The result is underachieving financials, compliance risks, and a lack of competitiveness in the market.

Trisus Pricing Analyzer enables hospital financial teams to take control of strategic pricing with an automated process that adapts to payor and competitive conditions. Benefits of this process include turning ineffective pricing into a competitive market advantage while increasing net revenue, enabling the hospital to continue to serve its community with quality healthcare.

**+$1.7MIL**
**NET REVENUE**

Using The Craneware Group's proprietary pricing modeling application, we identified an additional $1.7 million net patient revenue with our pricing strategy this year.

– Division Vice President, Revenue Cycle

thecranewaregroup.com

# WHAT WE **DO FOR YOU**

### Maximize net revenue with a strategic pricing policy.

Trisus Pricing Analyzer gives healthcare organizations the ability to model complex payor reimbursement rates providing visibility into Net Patient Revenue through claim-based price modeling. Our real-time modeling includes regulatory, reimbursement, cost, and market information to help establish pricing that is compliant, defensible, and competitive. Pricing reviews can take place at any time during the year allowing hospitals to adapt quickly to changing markets or reimbursement conditions. Alignment functionality ensures pricing is aligned across departments and locations according to policy. The Grouping functionality allows you to create pricing relationships between groups of charges to maintain defensible price structures.

### Simplify pricing evaluations.

Complex reimbursement language including percent of charge, carve out, payor cap, and stoploss can often make pricing transparency difficult. The Craneware Group imports the detailed patient claim file allowing our models to reveal the net revenue based on specific payor nuances. Our team of experts builds your contract reimbursement rules into Trisus Pricing Analyzer, removing the need for hospitals to spend time and resources managing and maintaining contract rules.

Trisus Pricing Analyzer also offers the ability to store multiple timeframes of a payor contract, allowing customers to select the contract reimbursement rates and rules they would like to use for price modeling.

### Ensure compliance and competitiveness.

Understanding pricing, when compared with other hospitals, is essential to price modeling. Trisus Pricing Analyzer provides comparative pricing data, including the market low, high, median, and average charges. Health Price Index and Consumer Price Index data is also included to help account for inflation.

In addition, our automated approach to defined rules around price alignment methodology enables single facilities and health systems to quickly ensure prices by CPT, Revenue Code, and Charge Codes are appropriately aligned. This approach provides a single step to any pricing standardization across hospitals.

The Craneware Group (AIM: CRW.L) is the leader in automated value cycle solutions, collaborating with U.S. healthcare providers to plan, execute and monitor operational, financial and clinical performance so these leading organizations continue to drive better outcomes for the communities they serve. The Craneware Group's Trisus platform is an efficiency multiplier - automating quality audits, identifying waste, and streamlining administrative workflows. Our value cycle management suite includes charge capture, strategic pricing, 340B management, claims analytics, patient engagement, revenue recovery and retention, and cost and margin intelligence solutions. Learn more at thecranewaregroup.com.