



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 and compliance with hospital pricing transparency regulations.

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

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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 and pricing transparency 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 and publish payor-specific negotiated rates for compliance with CMS Pricing Transparency using Trisus Pricing Analyzer in conjunction with Trisus Pricing Transparency.



**+\$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

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 peer hospital pricing, specifically related to shoppable services, is essential to price modeling and remaining market competitive. 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.

The Craneware Group's 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.

Hospitals have spent

**\$100+
MILLION**

in the first three years of Pricing Transparency

**DID
YOU
KNOW?**

For almost 20 years, Craneware has partnered with hospitals and health systems across the country to help improve and sustain financial performance. Trisus Pricing Analyzer demonstrates our commitment to continue evolving with the market and our customers with the Trisus Platform – Craneware's innovative new way of combining revenue integrity, cost management, and decision enablement data into a single cloud-based platform.



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Reprint no. FS_Trismus_Pricing_Analyzer_20230112