



Pricing Transformation Solutions

Is Your Price Right?

Challenges

In today's complex healthcare environment the need for effective technology is greater than ever. Increased pressures from consumers, payers and employers means that delivering quality care at affordable and transparent prices has never been more critical.

Approach

Blum Shapiro Consulting offers a robust solution which analyzes and designs a charge methodology and tool that is right for your facility or system.

- Initial Assessment
 - Request data
 - Interview
 - Analyze
- Implementation
 - Examine charges
 - Consider costs and utilization
 - Benchmark against competitors
 - Develop new charges and revenue goals
 - Align payer contracts
 - Implement and monitor

Offering

Blum Shapiro Consulting has developed a pricing solution that is customizable and brings clarity to many of the pricing and charging-related issues that hospitals and healthcare systems are facing. By analyzing public data and benchmarking that data against local market peers, price variability is recognized and areas for focused improvement are readily identified.

Business Need

In today's increasingly competitive marketplace, the need for maximum revenue within appropriate legal and regulatory requirements is critical. The advent of consumer-directed healthcare plans requires consumers to have greater access to quality and price information. This demand for increasing transparency regarding price and quality data requires healthcare providers ensure that their prices are rational, defensible and readily available.

Solution

Blum Shapiro Consulting's proven Pricing Transformation methodology provides a mechanism for hospitals and healthcare systems to develop rational and defensible charges. Our team of experienced consultants collaborate with client leadership to align charge strategy with the organizations' overall strategic direction. We have developed a proprietary technology that enables the pricing transformation team to achieve project goals and objectives. Our experience combined with best practices and tools enables us to deliver quality results to the marketplace.

Benefits

Blum Shapiro Consulting's Pricing Transformation solution will provide the following:

- A rational facility or system-wide charge methodology
- A facility or system-wide pricing strategy which allows for variation based on:
 - Mix of services
 - Location
 - Reputation
 - Level of tertiary services
 - Payer mix
 - Care delivery modality/services
- Enhanced information to facilitate payer contract negotiations

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