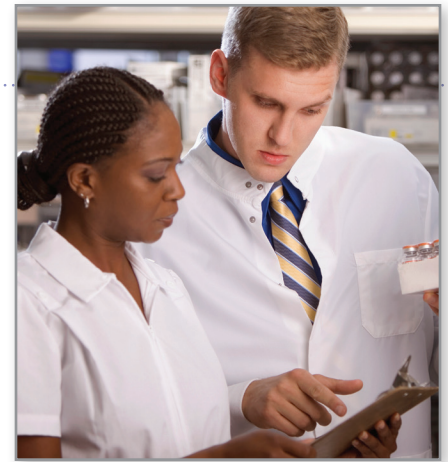


Pharmacy ChargeLink®

The gaps and discrepancies between pharmacy purchase data, the formulary and the chargemaster often cost hospitals and healthcare systems millions of dollars, hidden in missing or under-paid reimbursements. Pharmacy and finance teams that work together to validate pharmacy data across multiple systems not only improve their financial margins, but also minimize compliance risk and prevent government audits.



The Problem

Validation of pharmacy data in the formulary and chargemaster is often overlooked, however, until changes such as a major HIS conversion, a revenue shortfall, or an OIG or other compliance audit brings the need to streamline communication and workflow across departments to the forefront. These issues also tend to remain hidden because manually validating and auditing is too time-intensive to be efficient or ultimately effective. While some next-generation systems do combine formulary data and chargemaster data, no system currently provides a way to efficiently audit all pharmacy data from purchase to bill.

The data and procedural gaps unique to pharmacy that lead to hidden revenue losses and compliance risk include:

- Reimbursable drugs purchased, but missing from the chargemaster
- Drugs in the chargemaster with invalid or incorrect HCPCS codes
- Inaccurate Primary NDCs billed on claims
- Incorrect multiplier calculations causing under- or over-billing
- Large gaps in volume between drugs purchased vs. billed
- Lack of visibility due to non-formulary purchases

- Drugs costing more than your hospital is being reimbursed, especially when generic alternatives are available
- Costs of drugs out-of-alignment with Wholesale Acquisition Cost (WAC), Average Wholesale Price (AWP) and other benchmarks
- Improper billing of single- vs. multi-dose drugs
- Pricing out-of-line with cost, the competitive market, or pricing policy
- Soft-coding or manual billing of expensive specialty drugs
- Inability to track 340B and WAC purchases and ensure compliance

Pharmacy ChargeLink: The Solution

Pharmacy ChargeLink provides automatic visibility into all of these issues, enabling pharmacy data to be efficiently validated in the chargemaster and hospital formulary. Driven by the purchase history data and up-to-date reference and regulatory data, Pharmacy ChargeLink helps hospitals more effectively manage costs (including both purchase costs and dispense costs), validate pricing policies, improve margins, and receive correct reimbursement.

Finance and pharmacy often have limited visibility to each other's data. As a result, identifying issues is typically cost-ineffective due to the amount of time involved.

“Pharmacy ChargeLink® has helped us improve pharmacy revenue, financial performance and compliance. With more accurate coding, charge capture, and competitive, defensible pricing, we have confidence that we’re billing and being reimbursed properly.”

*Jennifer Carmody,
Director of Reimbursement Services
Billings Clinic*

Pharmacy ChargeLink replaces the time-consuming manual processes and provides a common platform that both pharmacy and finance teams can use to optimize revenue and reduce compliance risk.

Worklists – Prioritized worklists identify and prioritize exceptions and revenue opportunities by the user’s role. Whether staff is updating CDM coding, managing pricing policies, managing pharmacy purchases or the formulary, or checking against Craneware recommended benchmarks or potential compliance issues, Pharmacy ChargeLink provides the platform needed.

Chargemaster Toolkit®

Integration

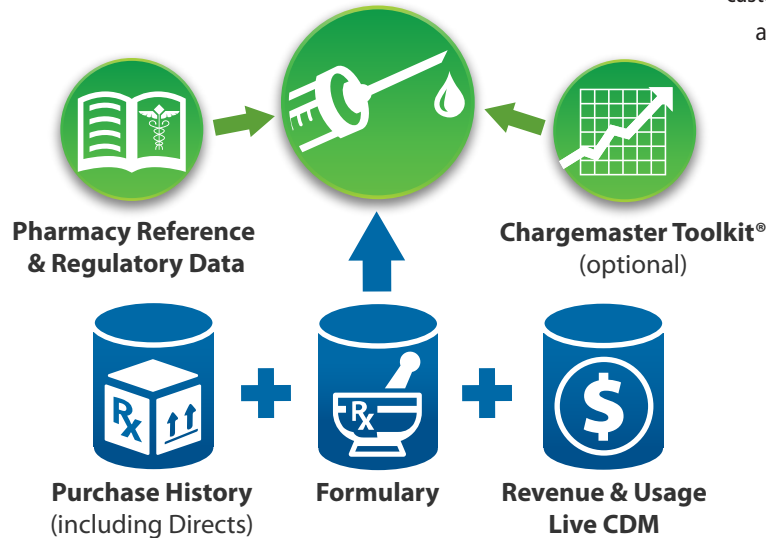
Pharmacy ChargeLink change requests can be fully integrated with Chargemaster Toolkit, saving even more time and automatically tracking changes in a seamless workflow.

Exportable Reports – Export your data out of Pharmacy ChargeLink into Excel and conveniently view reports on your purchase history, formulary, chargemaster as well as Craneware reference data such as recommended HCPCS and status indicators.

Minimize Compliance Risk

Avoid compliance issues and costly government audits by automating a continuous compliance review of

Pharmacy ChargeLink®



Pharmacy ChargeLink integrates pharmacy data sets that are normally isolated, including purchase history, formulary, clinical reference and financial data.

your pharmacy data. Immediately and automatically identify over-billed units of drugs on claims, 340B drugs billed as inpatient or incorrect primary NDCs. Craneware’s proprietary regulatory and compliance data is always up-to-date and accessible by staff.

Pharmacy ChargeLink Implementation

The Craneware Professional Services team provides implementations for Pharmacy ChargeLink designed to achieve sustainable success. Ensure that best practices are in place for a quick return on investment with a 12-month review of pharmacy purchase history and chargemaster data, custom business process design, and onsite user training.

About Craneware

Craneware (AIM: CRW.L) is the market leader in software and supporting services that help healthcare providers improve margins so they can invest in quality patient outcomes.

The company’s flagship solution, Chargemaster Toolkit®, has earned the KLAS No.1 ranking in Revenue Cycle – Chargemaster Management since 2006 and is part of our value cycle management suite, which includes Patient Engagement, Charge Capture & Pricing, Coding Integrity, Revenue Recovery & Retention, and Cost Analytics solutions. To learn more, visit craneware.com and thevaluecycle.com.



Chargemaster Toolkit® is ranked No.1 in the Chargemaster Management category for the twelfth year in a row (2006 – 2018.) in the “2018 Best in KLAS Awards: Software & Services” report, published January 2018. Data © 2017 KLAS Enterprises, LLC. All rights reserved. www.KLASresearch.com



HFMA staff and volunteers determined that Craneware’s Chargemaster Toolkit® meets specific criteria developed under the HFMA Peer Review Process. HFMA does not endorse or guarantee the use of this product.



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