

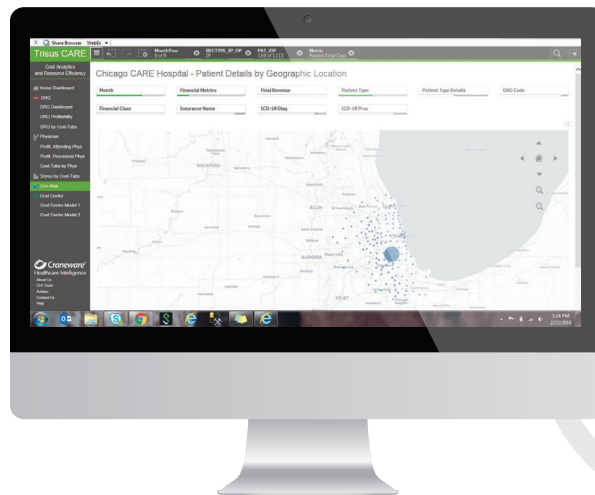
TRISUS[®] HEALTHCARE INTELLIGENCE

Trisus[®] Healthcare Intelligence is a profitability analytics decision support tool that integrates revenue, cost, clinical, and hospital operational information for each patient encounter, throughout the journey of their medical condition, accumulating all patient costs from patient activities and services consumed during their care.

Today's Healthcare Challenges

In a world of uncertain reimbursement models and the never ending rise in healthcare costs, we can no longer solely rely on revenue management. In any industry, successful organizations are those that know and control their true costs and margins. Craneware is proud to announce Trisus[®] Healthcare Intelligence which integrates financial, clinical, and operational data at the patient registration level to provide insight into true costs. This game-changing approach to activity-based costing introduces manufacturing cost management techniques into healthcare, which will revolutionize the healthcare industry.

As the healthcare industry moves away from a fee-for-service model and heads toward a value-based approach, outcomes are increasingly evaluated on both cost and quality of care. The importance of understanding cost across the hospital, department, and medical condition is essential to detecting possibilities for cost saving opportunities. Traditionally, healthcare IT systems have relied on estimations of costs and other surrogate markers to approximate the cost against revenue streams such as DRGs. This has led to a poor understanding of whether revenue covers costs by medical condition. When negotiating with payors, providers are at a significant disadvantage by not knowing their true margin. Trisus[®]



15% of every \$ goes to revenue cycle inefficiency¹

15%

Healthcare Intelligence levels that playing field.

Trisus[®] Healthcare Intelligence sheds light on how individual process variations made by physicians produce different profit margins by medical condition. The power of the tool comes from the ability to use these insights to drive clinical process improvements that not only maximize clinical outcomes, but also financial outcomes.

Intelligence You Can Trust

Trisus[®] Healthcare Intelligence is a margin analytics decision support tool that integrates revenue, cost, clinical, and hospital operational information for each

patient encounter, throughout the journey of their medical condition, accumulating all patient costs from patient activities and services consumed during their care.

Trisus[®] Healthcare Intelligence provides information at a patient level that facilitates the aggregation of cost, revenue, and P/L by hospital service, DRG, and physician. Overall, it provides data for service line intelligence and gives the ability to view physician practice variability. The solution also facilitates the benchmarking of services across multiple dimensions (hospital, physician specialty, cost center, physician, DRG, etc.).

Trisus[®] Healthcare Intelligence generates

The power of the tool comes from the ability to use these insights to drive clinical process improvements that not only maximize clinical outcomes, but also financial outcomes.

custom visualizations. As users continue to refine their search criteria, visualizations actively change on screen to display the changing effect of the selected data.

As a result, Trisus® Healthcare Intelligence enables your organization to perform analysis and implement clinical and operational decisions.

The Value of Trisus® Healthcare Intelligence

- **True Patient Cost** – Understanding the true cost of care in order to determine the profitability by individual patient or by medical condition. It provides the visibility of total cost by specialty, physician, or registration number.
- **Contract Management and Payor Arrangements** – Negotiating fee-for-service contracts and supporting the development of bundled payment strategies.
- **Resource Consumption** – A horizontal cost tracking analysis that exposes resource consumption and specific cost information by medical condition or DRG, physician, or service line.
- **Physician Variability** – The necessary tools to identify variations in individual

care practices or variations in care at the sub-specialty level across hospitals within a system.

- **Hospital Services Analysis** – Activity and cost information for each individual service center (radiology, cath lab, OR, etc.), linking it with the horizontal perspective of service line (medical condition).
- **Process Improvement** – Initiation of activities and projects to improve performances in an actionable and measureable way.
- **Data Discovery** – In-depth data discovery metrics to be quickly exported in both reporting and presentation formats.
- **Cultural Change** – Promoting conversation regarding utilization of hospital resources regarding patient care, which triggers changes in operational processes and ultimately promotes more efficient physician behavior.

Benefits of Trisus® Healthcare Intelligence

- Infrastructure-free requiring no hardware or software installation

- Cloud-based environment hosted on MS Azure giving optimal system performance and unmatched security
- True interoperability across multiple systems
- Turn Key Implementation
- Easy-to-use technology making on-site training complete in 1-2 days
- Dynamic visualizations update monthly with new financial and clinical information
- Trisus® Healthcare Intelligence Support Services include:
 - Customized, client-specific queries to simplify data extraction during implementation
 - Monthly data processing and modeling
 - Provision of reports for analysis and data discovery
- Access to your data anytime, anywhere, on any device

Source

¹McKinsey, Hospital revenue cycle operations: Opportunities created by the ACA

About Craneware Healthcare Intelligence

Craneware's market-driven SaaS solutions help hospitals and other healthcare providers more effectively price, charge, code, and retain earned revenue for patient care services and supplies. This optimizes reimbursement, increases operational efficiency, and minimizes compliance risk. A particular focus of development within Craneware has been on gaining a greater understanding of the true cost of a patient's episode of care. In order to achieve the goals of the company and its customers, Craneware has established Craneware Healthcare Intelligence, where a world-class solution has been built from the ground-up to provide an analytics platform that has the ability to review costs and margins from each patient encounter from beginning to end. Learn more at craneware.com.

About Craneware

Craneware (AIM: CRW.L), the leader in automated value cycle solutions, collaborates with U.S. healthcare providers to plan, execute and monitor value-based economic performance. Our flagship solution, Chargemaster Toolkit®, has earned the KLAS No.1 ranking in Revenue Cycle – Chargemaster Management for 12 of the past 13 years and is part of our value cycle management suite, which includes charge capture, strategic pricing, patient engagement, claims analytics, patient engagement, revenue recovery and retention, and cost and margin intelligence solutions. Learn more at craneware.com.



Email: info@craneware.com

Toll-free: 1-877-624-2792

craneware.com

Reprint no. CHI-THI- 20200110