Trisus Pricing Analyzer™

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.

56% of Americans researched health care pricing before getting care.[1]

"Using Craneware'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**

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1 https://www.publicagenda.org/pages/how-much-will-it-cost

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.

When you need to ensure all revenue is captured, we help you seek perfection.

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.

When you need to reduce the cost of patient care, we help you discover value.

Simplify pricing evaluations.

Complex reimbursement language including percent of charge, carve out, payor cap, and stoploss can often make pricing transparency difficult. Craneware 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.

When you need actionable insights to run your business, we shine a light on your opportunities.

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, and median charges. Health Price Index and Consumer Price Index data is also included to help account for inflation.

In addition, codes can be grouped by CPT to ensure price alignment, and select items can be carved out during modeling if further analysis is needed.

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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