

Defensible Pricing Audit

In today's healthcare environment, pricing has taken on new importance.

Defensibility is the word of the day when it comes to hospital and physician price-setting. Ensuring that your patient charges will pass public scrutiny, while also working to keep your organization competitive and financially sound, is a delicate balancing act. For over twenty years, MedCom Solutions has been providing pricing services for the healthcare industry. Now is a better time than ever to evaluate your pricing position and make some informed decisions. Our Defensible Pricing Audit specifically focuses on the measurement of key areas of potential exposure.

Performing a Defensible Pricing Audit helps your organization identify possible focus areas for further pricing review and analysis. By highlighting key defensibility issues that may need to be addressed in your current pricing strategy, the audit provides the opportunity to strengthen internal pricing processes or evaluate the need for further resources.

A series of electronic audits gauge key areas of defensibility.

Our financial consultants perform an analysis of four specific defensibility metrics, providing summaries of the line items identified for review and potential revision.

- * *Fee Schedules* *Are your prices above fixed-fee thresholds?*
- * *Linking* *Are your prices consistent across departments for the same services?*
- * *Tiering* *Do your prices make common sense from a relational standpoint?*
- * *Modifiers* *Do your prices appropriately reflect hard-coded modifiers?*

Attention to detail in these focus areas can reduce your organization's vulnerability to negative public price perception, and we provide you with the knowledge to make improvements where they are warranted

Detailed information is central to sound results and we've got you covered.

At MedCom Solutions, we're dedicated to ensuring that you realize the full benefit of our engagement. That's why we not only provide you with high-level findings in the areas described above, but we also deliver the detail files showing the line items identified for further review in the key defensibility audits. Actionable results are the cornerstone of our consulting practice.

Peace of mind is a valuable advantage.

Even if you've already implemented your pricing strategy for the current fiscal year, wouldn't it be nice to know that a third-party had verified the defensibility of your approach? It never hurts to ask the experts.

Next Step:

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