

Trisus® Chargemaster



About the Customer:

- Southeast Non-Profit
- 250 licensed beds
- NPR >\$300 million
- ~30% Medicare/Medicaid Payor Mix
- CMS Four-Star Rating



As an independent, not-for-profit facility, every dollar is essential to our long-term viability. Thanks to the new capabilities The Craneware Group provides, we are optimizing our financial performance in ways that were never before possible.”

– CFO

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Objectives:

- Ensure regulatory compliance with Medicare, Medicaid, and payer specific billing guidelines.
- Standardize coding, descriptions, and pricing across departments and facilities.
- Improve billing code accuracy to reduce errors, denials, and audits.
- Optimize revenue by identifying underpriced services and unbundled procedures.

The Craneware Group Solutions in Contract:

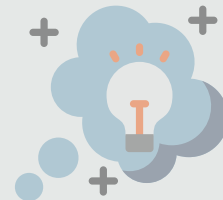
Trisus® Chargemaster

Trisus® Medication Claim

Trisus® Medication Formulary

Trisus® Pricing Transparency

Trisus® Supplies Assistant



Key Data Challenges



Legacy revenue cycle management systems were unable to efficiently update chargemaster (CDM) data and ensure ongoing charge accuracy and consistency. Denied bills and rework were common practice, and the hospital was missing revenue opportunities and increasing compliance risk.

Challenges Included:

- Potential compliance issues
- Missing CPT or HCPCS codes
- Linked items missing that should be being billed separately
- Revenue mismatches (a revenue code without the correct HCPCS)
- Modifier mismatches (wrong modifier for the assigned HCPCS code)

RESULTS:

- Corrected nearly 10,000 CDM line items, **improving CDM validity from 36% to 99.89%**
- Enhanced revenue opportunities by eliminating hundreds of revenue and modifier mismatches.
- Corrected pricing errors alone resulted in an **annualized increase in \$1.3 million** from multiple payors and various departments

Annualized Increase of **\$1.3M**

Improved CDM Validity to **99.89%**