

## Overview

### Benefits

- Provides robust reporting of unit costs
- Creates a shared understanding of the complete delivery of patient care
- Model development is efficient, (completed in weeks, not months) and noninvasive (minimal contact with management team)
- Solution does not require installation of software or extensive technical support. Solution is scalable—powerful, yet affordable
- Relies on easily extracted data from existing information systems
- Generates an ROI based upon model results

### What Is Express View<sup>®</sup> Cost Modeling?

Express View<sup>®</sup> is a total solution that leverages leading-edge technology to rapidly provide strategic insights for health system leaders who need to address their organizations':

- Strategic pricing
- Payor/health plan contracts
- Service lines
- Productivity

Because of its rigorous methodology, Express View<sup>®</sup> also enables comprehensive benchmarking.

Express View<sup>®</sup> is not a technology solution; rather, it is a scalable total solution—powerful enough for large organizations, yet affordable for even the smallest providers.

Express View<sup>®</sup> is an exceptional solution because it rapidly provides the robust information you need to support your strategic decisions, and it does so with a minimum of effort from your management team.

The Express View<sup>®</sup> methodology and resulting model deliver:

- Reporting of costs and profits by DRG, ICD-9, service lines, and payors.
- A framework for predicting future profitability based on changes in productivity, prices, reimbursement rates, and patient volumes.
- The ability to assess the right level of resource capacity needed for various protocols, service levels, and patient volumes.

### Contact

To learn more about Express View<sup>®</sup> Cost Modeling, please contact:

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DEMO HOSPITAL  
DRG PROFITABILITY REPORT FY20XX

CODE NAME	VOLUME	NET REVENUE	TOTAL COSTS	NET PROFIT
127 HEART FAILURE & SHOCK	54	170,700	198,600	(27,900)
462 REHABILITATION	44	120,100	119,200	900
89 SIMPLE PNEUMONIA & PLEURISY AGE >17 W CC	34	121,700	97,500	24,200
14 INTRACRANIAL HEMORRHAGE OR CEREBRAL INFARCTION	21	48,500	32,600	15,900
88 CHRONIC OBSTRUCTIVE PULMONARY DISEASE	20	73,200	75,900	(2,700)
544 MAJOR JOINT REPLACEMENT OR REATTACHMENT OF LOWER EXTREMITY	20	453,500	467,500	(14,000)
182 ESOPHAGITIS GASTROENT & MISC DIGEST DISORDERS AGE >17 W CC	16	44,700	30,500	14,200
90 SIMPLE PNEUMONIA & PLEURISY AGE >17 W/O CC	15	41,700	26,500	15,200
297 NUTRITIONAL & MISC METABOLIC DISORDERS AGE >17 W/O CC	10	19,900	12,100	7,800
121 CIRCULATORY DISORDERS W AMI & MAJOR COMP DISCHARGED ALIVE	8	44,500	41,200	3,300
174 G.I. HEMORRHAGE W CC	8	31,200	14,700	16,500
296 NUTRITIONAL & MISC METABOLIC DISORDERS AGE >17 W CC	8	58,800	39,600	19,300
<b>Grand Total</b>	<b>258</b>	<b>1,228,600</b>	<b>1,155,900</b>	<b>72,700</b>

**GROWTH!** (circled around the volume column)

**Contain Costs!** (circled around the total costs column)

## Overview

### Features

- A proven methodology and approach that have been implemented worldwide
- Multidimensional reporting capability around a host of business views; payor, patient, procedure, department, business unit, or service line to provide the necessary insight for management at all levels
- Can easily correlate clinical protocols to service costs for comparison and analysis

### What Our Clients Are Saying

- "This is going to be an awakening for our managers."  
—Garith Steiner, CEO  
Vernon Memorial Healthcare
- "It has created a positive sense of urgency within our management team."  
—Robert Daley Jr., CFO  
Black River Memorial Hospital

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### *Express View*<sup>®</sup> Delivers

#### STRATEGIC PRICING

*Express View*<sup>®</sup> delivers an accurate view of unit costs at the individual charge-item level. Adding payor mix allows the organization to "rate optimize" its chargemaster by developing a strategic approach to pricing that maximizes net revenue while maintaining defensible prices.

#### PAYOR/HEALTH PLAN PERFORMANCE

*Express View*<sup>®</sup> delivers a financial statement view for each payor, with drill-downs to unit costs for individual patients or even charge items. Armed with this type of information, the organization can act quickly and with confidence in negotiations with payors.

#### SERVICE-LINE PLANNING

*Express View*<sup>®</sup> delivers financial data specific to each service line, which allows the organization to evaluate profitability and determine financial impacts of alternative strategies.

#### BENCHMARKING

*Express View*<sup>®</sup> uses a rigorous methodology. Costs are developed consistently across all organizations, which create an opportunity to *benchmark* your organization to others around multiple financial metrics. The framework and supporting CostPerform<sup>™</sup> software allow for model development that addresses all of your business and strategic needs. Multiple models or projects are not required because the framework allows for multiple views to address multiple business questions.

### How the Engagement Works

- The typical engagement is approximately six to ten weeks, depending upon the size of your organization, availability of data, availability of knowledgeable team members, and sophistication of your data systems.
- It is a noninvasive solution. Interactions with your team are kept to a minimum and typically involve only two to three knowledgeable team members.
- For the most part, necessary data is already routinely captured in your current systems. Examples of data files used are the billing file, the revenue file, and the adjusted trial balance.
- Model updates, edits, and/or refinements can be completed with relative ease and cost-effectiveness.
- Methodology works with any ODBC-compliant software. (Much of the initial model work is done with Access tables and Excel spreadsheets.)