



# Make Sound Healthcare Decisions with Accurate Financial Information

Tools for simplifying financial complexity in a managed care environment

One of the biggest challenges of working in a dynamic managed care environment is managing the financial complexity. Hospital Cost Consultants (HCC) helps healthcare organizations simplify this task with Decision Support Solutions that provide the information needed to make the right decisions in a timely manner.

HCC Decision Support Systems utilize ORACLE's relational database for unmatched performance, flexibility and scalability. Each HCC application is available individually and may be licensed for installation at the client's site or as an HCC hosted system. All HCC applications utilize a single, common patient encounter database for consistent, enterprise-wide reporting.

An industry leader with more than 20 years experience, HCC offers a full range of implementation, training and consulting services to provide the optimum level of support for each client's needs.

To find out how HCC can improve the value of information at your organization, call 800.242.2678 or e-mail us at [DSSInfo@HoCoCo.com](mailto:DSSInfo@HoCoCo.com).



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## Contract Manager

Managed care contracts have reimbursement terms and formulas that can be complex, and very difficult to monitor. HCC's Contract Manager gives healthcare organizations the tools to determine exact expected reimbursement and contractual allowances for all payers. Contract Manager tracks and manages an entire patient encounter from preadmission, to levels of care experienced, through billing and finally to account resolution. Information is maintained in Contract Manager to enhance the analyses of profitability, utilization, and compliance. With Contract Manager, you can use historical data to forecast the impact of "what if" scenarios, model potential changes in rates, volumes, costs or charges to project gross revenue, contractual allowances, net revenue, total cost and profitability of contract payers and services. HCC's Contract Manager can consistently address these issues resulting in increased cash flow and improved long-term financial health.

### Contract Manager:

- Models complex terms with multi-tiered stop losses, pass throughs, outliers, co-pay amounts, per diems at the case, day of stay or encounter level of detail and many other terms.
- Posts accurate contractual allowances at the time of billing.
- Accurately identifies underpayments to pursue collections confidently.
- Shows payers how reimbursements were calculated and the resulting reimbursement due.
- Automatically recalculates reimbursement and contractual allowance changes caused by updated patient information or by retrospective changes in contract rates and terms.
- Supports all payer reimbursement and contractual allowance calculations, including Medicare APC determination, CHAMPUS and Medicaid.



## Cost Accounting Manager

Understanding the cost of providing patient services and procedures is essential to the financial management of a healthcare organization. HCC's Cost Accounting Manager gives the user access to both actual and standard costs at the charge item level, providing the building blocks of cost information that can be assembled to analyze cost by procedure, department, program, product line, payer, physician, and patient.

Cost Accounting Manager allows users to choose the levels of detail appropriate for each department with virtually no restriction on how the components of cost are defined or which costs are fixed, variable, or semi-variable. Similarly, the overhead allocation process can be structured to meet the user's needs for simplicity or complexity. Cost Accounting Manager offers online views and management reports including actual-to-standard cost variance, highest/lowest gross margin charges and typical audit reports.

### Cost Accounting Manager:

- Provides flexible costing options including RCC (ratio of cost to charges), RVU (relative value unit), activity based, measured value or a hybrid of multiple methods.
- Performs multiple iteration "step down" process of indirect department costs with both fixed and variable cost components.
- Supports reclasses of general ledger to accurately match costs to revenues.
- Accommodates standard to actual variances by element, component, charge item and department.
- Supports "80/20" approach to RVU and standards development.
- Uses default cost capture methods to prevent accidental exclusion of expenses.
- Features unlimited cost component definitions for maximum flexibility.



## Best Practice Manager

HCC's Best Practice Manager helps healthcare organizations assess the quality of patient care and the efficiency of its delivery by measuring clinical performance and evaluating the financial impact of clinical decisions. Once best practice patterns have been identified, they can be implemented systematically to support continuous quality improvement. Best Practice Manager allows users to set up criteria that define patient encounters into groups or "populations." These criteria can be based on any combination of data elements such as, DRG, procedure codes, diagnosis codes, length of stay, patient type, patient age, sex, contract service and doctor. Users may use historical data to create objective, charge item level, profiles of care for a selected population and monitor utilization against expected profiles of care for services by day of stay. Best Practice Manager has processes and reports that will assist in analyzing exceptions and expected values for length of stay, day of service, cost, and resource consumption over different time periods.

### Best Practice Manager:

- Defines and stores populations of patients for analysis, comparison and trending of financial indices, demographics and utilization.
- Allows development of expected amounts of charge items/activities for a population.
- Measures expected activities against actual activities by day of stay.
- Features extensive online reporting and drill down capabilities to investigate population characteristics by payer, doctor, or other grouping.



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