Are you negotiating a
good contract or a great contract?

» Are you fine-tuning contract clauses?

» Can you clearly identify the best negotiation tactics?

» Do contract clauses interact with each other to your benefit or detriment?
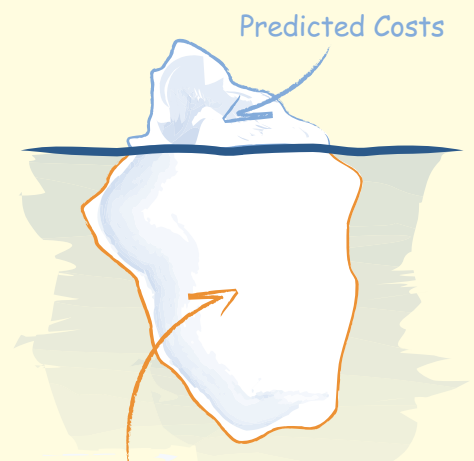
When health care payors are negotiating **critical contracts**, the last thing they want is for the team across the table to have far better information. Any uncertainty, lack of knowledge, or competency gaps in informatics will result in a weak contracting position for health insurance companies.

Our team at Health Plus Technologies is passionate about ensuring that our health insurance customers wring every drop of value out of the contracting process. Our deep knowledge of health care contracts, combined with our healthcare modeling technology allows our customers to:

- ID the best negotiation tactics
- Fine-tune the contract clauses to their maximum benefit
- Understand how the clauses inside a contract interact
- Predict the direct and indirect costs associated with the contract change.

Let us show you how Precidiem can help you achieve measurably better results from your contract negotiations.

What you can't see is costing you

Predicted Costs

Common Gaps in Contract Analysis

- How often will my stop-loss clause impact costs? For how much?
- What is an optimal stop-loss threshold for this contract?
- What happens if I bundle my carve-outs back into case rates ?
- How much will inflation impact this contract?
- What services are driving stop-losses and carve outs?
- What will this contract look like in years 2 & 3?
- How frequently am I paying based upon billed charges vs. fixed rate?

PRECIDIEM
by Health Plus Technologies

More reimbursement modeling power than any application on the market today.

Precidiem is a reimbursement model that predicts cost impacts for proposed hospital or physician reimbursement contracts. Precidiem is robust enough to model any number of pricing arrangements **side-by-side** using Medicare, Medicaid, Commercial reimbursement methodologies.

Precidiem also supports derivatives of Medicare and Medicaid pricing as typically used in creative contracting arrangements. Unlike most analytic systems, Precidiem is typically fully implemented in two to three weeks.

How does it work?

The Precidiem reimbursement model analyzes your claims history to **calculate the impact** that a proposed pricing arrangement (or several proposed pricing arrangements) could have on your business. At the same time, Precidiem captures statistics to **measure strength and weakness** in each pricing arrangement for analysis, including:

» How frequently reimbursements are calculated using billed charges

» When stop loss rules impact reimbursements

» Which services include carve out reimbursements

Since Precidiem permits an unlimited number of side-by-side pricing arrangements, you can **model variations** of stop loss thresholds and formulas, carved out or bundled services, reimbursement methodologies (fee schedule, per diem, case rate, discounts), and inflation factors to **fine tune** your contract clauses to your maximum benefit. The integrated analytics slice and dice these results so you can **identify underlying causes** and interactions between contract clauses (i.e. which services are frequently paid based upon billed charges).

How do I get started?

Contact our sales group to schedule a live Internet demonstration:

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