

# PHYSICIAN PRACTICE PRICING ANALYSIS

The pricing of Physician services is an ongoing challenge for many health care organizations because of the complicated reimbursement methodologies from various payers. To ensure maximum reimbursement opportunity, facilities need to develop a rational, well-defined, and competitive pricing strategy. Self-Administered Drugs (SAD) should have lower markups to comply with Medicare billing standards

The purpose of the **PARA Physician Fee Schedule - Market Based Pricing Analysis** is to maximize practice net revenue by ensuring the individual charges are priced at market rates and the charges cover all contracted fee schedules.

PARA will assemble a worksheet containing the following:

1. Practice charge master
2. Managed care contract fee schedules (maximum eight contracts)
3. Medicare and Medicaid fee schedules
4. Market pricing – based on Medicare Carrier locality
5. Revenue and usage stats

Once the worksheet is assembled, **PARA** will perform an analysis and provide recommendations of the multiplier of Medicare that should be used to set rates.

PARA Data Editor - Demonstration Hospital [Sales] dbDemo Contact Support | Log Out

Select Charge Quote Charge Process Claim/RA Contracts Pricing Data Pricing Rx / Supplies Filters CDM Calculator Advisor Admin RAC CAT PARA

Summary Inpatient Outpatient Ambulatory Surgical Emergency Urgent Care Non Patient Stop Loss Blended Rate Comments/Notes Contacts ADDB

Select Parent Contract to Filter By... MCAR - MEDICARE Sort By... Sort Copy Contracts/Create Pro Forma Copy Terms Reports

Contract Management and Analysis Process Show Pro Forma Contracts

\*Contract Mnemonic: MCAR \*Insurance Company Name: MEDICARE Bind to this Parent contract: MEDICARE - Parent Save Contract

Parent contract

Insurance Contract Type: Contract Term: From: To: Co-Pay - Annual:

Contract Term Effective Basis: Required Notice Period:  Days Co-Pay - Outpatient:

Renewal Status: Renewal Status Warning:  Days Co-Pay - Inpatient per Admit:

Billing Time Limit:  Days Rebillable: Yes  Co-Pay - Emergency:

Payment Late Penalty:  Days Interest Rate of Late Payment:  % Co-Pay - Office:

Pre-Authorization: No  Pro Fees Billable: No  Annual Revenue Inflation Cap:  %

% of Medicare:  %

Total Charges: \$143,925,044.52 : Date Range: 07/01/2012 - 06/30/2013

Hospital Patient Type (PTP)	PARA Patient Type Map	Total Charge(s) Per PTP	Total Terms Per PARA Patient Ty...	Total Accounts Per PTP
SDC - SURGICAL DAY CARE	Ambulatory Surgical	\$0.00	0	0
1DAYSURG - 1DAYSURG	Ambulatory Surgical	\$0.00	0	0
ER - EMERGENCY ROOM	Emergency	\$0.00	0	0
INP - INPATIENT	Inpatient	\$0.00	1	0
IP - IP	Inpatient	\$0.00	1	0
IP NICU - IP NICU	Inpatient	\$0.00	1	0
IP PSYCH - IP PSYCH	Inpatient	\$0.00	1	0
TCU - TCU	Inpatient	\$0.00	1	0
CAN REF - CANCEL REFERRAL	Non-Patient	\$0.00	0	0

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Contact your PARA Account Representative to learn more about PARA's Physician Practice Pricing program!

Faye Openshaw [fopenshaw@para-hcfs.com](mailto:fopenshaw@para-hcfs.com) (800) 999-3332 x 239  
 Peter Ripper [prripper@para-hcfs.com](mailto:pripper@para-hcfs.com) (800) 999-3332 x 211  
 Sandra LaPlace [slaplace@para-hcfs.com](mailto:slaplace@para-hcfs.com) (800) 999-3332 x 225  
 Violet Archuleta-Chiu [varchuleta@para-hcfs.com](mailto:varchuleta@para-hcfs.com) (800) 999-3332 x 219