



Ensure Pharmacy Revenue is Accurate, Defensible, and Compliant

Making sure your pharmacy revenue cycle is accurate, defensible, and compliant can be complex due to a host of intricacies:

- ❑ Incorrectly mapped NDC, HCPCS, revenue codes, and billable units
- ❑ Inconsistencies related to amount of medication dispensed and billed
- ❑ Lack of informed methodology around cost versus mark-up
- ❑ Increased likelihood of claims rejected and audits due to errors

The Pharmacy Revenue Improvement Solution

Panacea combines industry experts with sophisticated analytic software to help detect and correct these issues and help you implement best practices.

- 1. A Panacea consultant conducts a documentation review and comprehensive analysis to uncover any pricing inconsistencies and coding and billing risks.** Our consultant focuses on your charge capture processes and pharmacy chargemaster with PHARMAuditor™, Panacea's cloud-based software tool. Your Panacea industry expert will also validate accurate charge capture, coding, claims processing, and receipt of accurate payment, ensuring you do not miss charges or have incorrect billing units.
- 2. Your Panacea expert will complete a formulary review to check for coding compliance and appropriate pricing.** They will use PHARMAuditor's extensive database of current NDC numbers to accurately code map HCPCS, revenue code, billable unit, AWP or WAC cost, and reimbursement. This one-time pharmacy formulary cleanup ensures codes and costs are current and correct.

Getting Started Is Easy

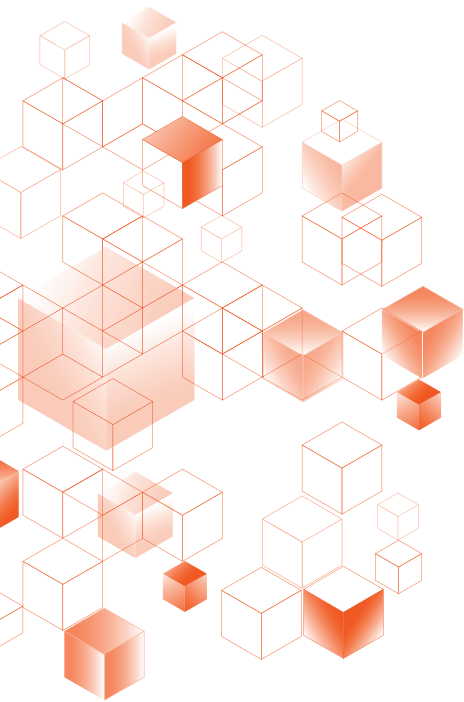
In our experience, pharmacies that have between 4,000 to 5,000 medications can complete the process and have accurate coding and compliant, defensible pharmacy pricing in just 3-6 months.

With the following from you, we have everything needed to begin your document review and analysis:

- ❑ Charge description master (CDM)
- ❑ Drug formulary data
- ❑ Hospital list
- ❑ Department list
- ❑ Usage data at the NDC level
- ❑ Any special data specifications if you have dynamic information systems
- ❑ Access to select medical records for review of medication orders
- ❑ eMAR
- ❑ Nurse documentation of administration
- ❑ Detail itemized bill
- ❑ Remittance advice from payor(s)

Key Benefits

- ❑ Uncover coding and billing risks
- ❑ Reveal new incremental revenue opportunities
- ❑ Update and maintain accuracy and data integrity
 - Formulary
 - Chargemaster or other charge data file
 - Decision support systems
- ❑ Create rational and defensible best-practice drug pricing
- ❑ Reduce risk for RAC and OIG audits



The Complexity of Pharmacy Pricing

As an example of how complex pharmacy pricing can be, consider BENLYSTA, an intravenous drug available in a 120 mg per 5-mL single-dose package, and a 400 mg 20-mL single-dose. Depending on the dose given, and the cost of each vial, selecting the correct unit when billing is crucial.

Benlysta 120 MG SOLR (J0490)						
AWP (Average Wholesale Price) Pricing						
NDC	Price Effective Date	AWP/Unit (mL, Tab, etc.)	Package Size	AWP/Pkg Size	Package Qty	AWP/Pkg Qty
49401-0101-01	04/01/17	\$597.62000/EA	1.00 EA	\$597.62/Vial	1 Vial	\$597.62
49401-0101-01	10/01/16	\$590.24000/EA	1.00 EA	\$590.24/Vial	1 Vial	\$590.24
49401-0101-01	12/18/15	\$581.52000/EA	1.00 EA	\$581.52/Vial	1 Vial	\$581.52
49401-0101-01	06/30/15	\$572.93000/EA	1.00 EA	\$572.93/Vial	1 Vial	\$572.93
49401-0101-01	12/19/14	\$564.46000/EA	1.00 EA	\$564.46/Vial	1 Vial	\$564.46
49401-0101-01	07/01/14	\$556.12000/EA	1.00 EA	\$556.12/Vial	1 Vial	\$556.12

Benlysta 400 MG SOLR (J0490)						
AWP (Average Wholesale Price) Pricing						
NDC	Price Effective Date	AWP/Unit (mL, Tab, etc.)	Package Size	AWP/Pkg Size	Package Qty	AWP/Pkg Qty
49401-0102-01	04/01/17	\$1,992.02000/EA	1.00 EA	\$1,992.02/Vial	1 Vial	\$1,992.02
49401-0102-01	10/01/16	\$1,967.44000/EA	1.00 EA	\$1,967.44/Vial	1 Vial	\$1,967.44
49401-0102-01	12/18/15	\$1,938.36000/EA	1.00 EA	\$1,938.36/Vial	1 Vial	\$1,938.36
49401-0102-01	06/30/15	\$1,909.72000/EA	1.00 EA	\$1,909.72/Vial	1 Vial	\$1,909.72
49401-0102-01	12/19/14	\$1,881.49000/EA	1.00 EA	\$1,881.49/Vial	1 Vial	\$1,881.49
49401-0102-01	07/01/14	\$1,853.69000/EA	1.00 EA	\$1,853.69/Vial	1 Vial	\$1,853.69

Panacea's experience helping unravel the complexities of pharmacy cost and pricing using our unique PHARMAuditor tool will facilitate a comprehensive evaluation of your pharmacy revenue cycle. With us, you will be able to assure consistency, compliance and transparency of pricing, helping the pharmacy department's bottom line.



We help healthcare organizations improve their bottom line and strategic market position with front line expertise in revenue cycle management, smart software and enterprise-level educational solutions.

For more information, call us at 866-926-5933 or request information at panaceainc.com