



## Panacea

Offices in  
Minnesota  
New Jersey

(866) 926-5933  
panaceainc.com

### About Panacea

Panacea delivers innovative auditing, compliance, chargemaster, strategic pricing, and revenue integrity consulting and software solutions as a single-vendor solution to help clients proactively identify risks and opportunities and overcome today's challenges, providing the clear answers needed to swiftly and cost-effectively achieve quality results.

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## Hospital Zero-Base Pricing® Go Ahead and Compare Our Features!

**PEER REVIEWED**  
by HFMA®

\* HFMA staff and volunteers determined that this product has met specific criteria developed under the HFMA Peer Review Process. HFMA does not endorse or guarantee the use of this product.

	Panacea's Hospital Zero-Base Pricing®	Some Other Vendors	Most or All Other Vendors
On-screen and Excel line-item user overrides Feature which instantly recalculates gross and Net impact amounts for easy "what-if" modeling.	✓	✗	✗
Industry's most extensive set of excel reports.	✓	✗	✗
Reports that show gross and net revenue impact Side-by-side with percentage changes and market position changes based on peer group.	✓	✗	✗
Reports that show financial impact and comparative Analytics integrating your provider shoppable Lists.	✓	✗	✗
Advanced Health System reporting functionality. Run one or more provider models simultaneously, with varying parameters and files and with impacts by hospital, regional and total health system on-screen and excel.	✓	✗	✗
Company has large team of hospital, physician, pharmacy, and CMS Price Transparency financial experts plus clinical CDM coding experts.	✓	✗	✗
Cloud-based access to databases from over 5,000 hospitals and more than 600,000 medical office and free-standing facilities to access HCPCS level charges, room and board rates, and charge-to-cost mark-up factors to develop unlimited custom peer groups. Option to upgrade to include negotiated rate data upon release in 2022.	✓	✗	✗
System allows for customizable pricing parameters or constraints surrounding high charge, low charge or zero charge payor factors by line item and overall.	✓	✗	✗
System allows for customizable peer group corridors, corridors around Medicare APC, fee schedules, and managed care and commercial fee schedules.	✓	✗	✗
Additional discounted consulting support offered if needed during term of contract.	✓	✗	✗
Optional use of Unit Cost Estimator system to expediently develop unit costs for entire or partial chargemaster in the absence of a cost accounting system.	✓	✗	✗
System can be used to easily develop budget year usage statics at the payor plan code, patient type, department, and CDM line-item level. System can also be used for budget year gross and net revenue modeling related to price changes.	✓	✗	✗
System produces extensive set of data exception reports, such as CDM items with volume and no charge and multiple uses of HCPCS code with different prices, etc.	✓	✗	✗
System allows health systems to develop a sophisticated model for their flagship hospital and then, as time-saver, copy and run configuration utilizing the same data for other hospitals within the system.	✓	✗	✗
Proprietary "peer group" net revenue optimization algorithm and feature that increases net revenue within rational pricing parameters.	✓	✗	✗
System allows for customizable outlier cut off criterion for use in refining peer group norms at HCPCS level (e.g., define min # hospitals and % variation from mean or median).	✓	✗	✗



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Multi-user capability with user-friendly front-end sufficient for clients to independently run all models (not merely a back-end data processing system).	✓	✓	✗
Extensive set of reports that go to screen and to Excel.	✓	✓	✗
Gross and net revenue impacts calculated and Illustrated at the payer plan and product level (not broad payer categories) for more precise Modeling.	✓	✓	✗
Cloud-based, secure HIPAA-compliant platform.	✓	✓	✗
Modeling can incorporate multiple peer groups (e.g., market group for most departments and cardiology, oncology, etc. for specialty areas.)	✓	✓	✗
Perform market-based, cost-based, or hybrid pricing models with gross and net revenue impact by department, payor, patient type, and CDM line item.	✓	✓	✗
Subscription/license fee includes ongoing expert consulting support at <b>no additional cost.</b>	✓	✓	✗
Has received the coveted HFMA Peer Review designation for 8 years.	✓	✓	✗
System calculates net impact of payor caps.	✓	✓	✗
System produces comprehensive set of reports identifying lost and recovered revenue related to "lesser-of-charge and fee schedule" clauses in managed care contracts, at CDM and claims level.	✓	✓	✗
System allows for overrides to general parameters at the department, HCPCS code, revenue code and service code levels to fine tune model.	✓	✓	✗
System produces electronic IT upload file of new prices to reduce implementation errors related to data entry.	✓	✓	✗
Consulting team having experience with hundreds of hospitals and many large health systems nationwide.	✓	✓	✗
Integration with consumer analytics and ability to flag during modeling highly shoppable procedures during modeling.	✓	✓	✗
Technical / customer support included at <b>no additional cost.</b>	✓	✓	✗
System or consulting service fee includes use of system or service during budget season, during annual price implementation and to do interim look-back models to identify interim adjustments if needed.	✓	✓	✗

For more information, call us at (866) 926-5933 or visit us at panaceainc.com.