# IDEA Consulting Group, Inc.
*Informed Decisions for Executive Action*

# Decision Support Utilities

Maximize the returns on your existing investment by supplementing your system with our Revenue Modeler or Code Converter utilities.

- **Revenue Modeler** -- Model the impact of gross revenue pricing increases on your net revenue bottom line.
- **Code Converter** -- Convert data from historical to current code sets, or translate multiple data sources into one common data set. Excellent solution for facilities changing source systems or converting coding schemes.

You can put these useful tools to work in your organization today. These PC based applications are easy to install and implement. Read on to learn how these creative systems can simplify your applications. To learn more please call IDEA Consulting Group at 510-769-7315.

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# Revenue Modeler

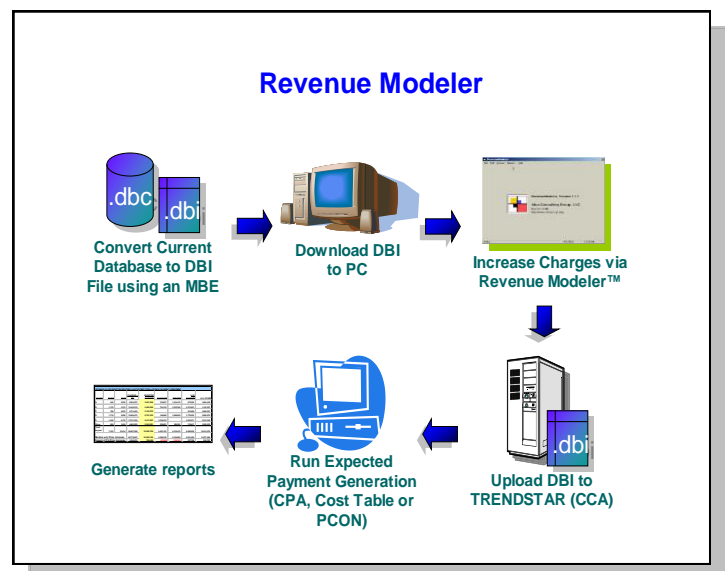### Maximize the net revenue impact of your gross revenue price increases.

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Every year the question is asked "What is the net revenue impact from a 1% (...or 2 or 3) increase in prices?" Inevitably the answer is, at best, an educated guess. Conventional wisdom may dictate that reimbursement is primarily fixed in the form of case rates and per diems so a price increase yields only a small increase, if any, to net revenue. However, in reality price increases may yield a bigger impact than estimated due to specific contract carve out provisions, stop-loss clauses, and outlier calculations.

**Revenue Modeler** allows accurate modeling of price increases at the charge code or department level detail which can then be analyzed utilizing the power of either CPA, Pathways Contract Manager®*, or Cost File reimbursement methodologies. Various pricing scenarios can be tested to maximize net revenue. The changes are calculated at the patient level. Audit reports are generated to view altered and unaltered departments. Revenue Modeler integrates these changes with TRENDSTAR or HPM databases.

The process is simple:

1. We create an export file from your existing database and download it to Revenue Modeler.

2. Using Revenue Modeler, apply various department specific or charge code specific rate increases and create a new integration file to be sent back to TRENDSTAR or HPM.

3. Upload the input file to either TRENDSTAR HPM and create a new database.

4. Generate new expected payment information using the revised patient data and compare the change to net revenue.



**Revenue Modeler**

Convert Current Database to DBI File using an MBE → Download DBI to PC → Increase Charges via Revenue Modeler™

Generate reports ← Run Expected Payment Generation (CPA, Cost Table or PCON) ← Upload DBI to TRENDSTAR (CCA)

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# Code Converter

Eliminate the need to abandon old data because of coding scheme conversions.

If you are a long time Decision Support (TRENDSTAR or HPM) you know the challenges that arise when you have a change to a particular code set, like charge codes or physician numbers.  Unless these changes are timed with year end, your ability to maintain this data within one database is compromised.  Even when the changes are timed to correspond to year end, you lose the ability to generate trending reports across multiple years.

When dealing with a system conversion **Code Converter** eliminates the need to abandon old data or come up with costly and time consuming solutions to data incomparability.  Code Converter can also be used to convert historical data from multi-facility corporations to a common coding scheme.  Code Converter allows quick, accurate and simple options to convert data.  You can use this PC based application to convert codes in your CCA database such as:

- ✓ Charge codes
- ✓ Payment codes
- ✓ Adjustment codes
- ✓ Physician codes (all locations)
- ✓ Plan codes (including Contract ID& UDF's)

Using Code Converter you build mapping tables to crosswalk the old code set to the new code set, Code Converter then generates a new of your database.  Code Converter is easy to install and use and can be employed in a variety of scenarios requiring data conversion.