Price transparency continues to be an important topic in healthcare, especially as the Centers for Medicare & Medicaid Services (CMS) have continued to issue regulations.

In order to meet the mandatory requirements imposed by CMS for the Price Transparency deadline of 01/01/2021 and the previous one of 01/01/02019, hospitals must comply with the following:

- 1. Publish in a machine-readable format a complete listing of all services and charges available at the hospital
- Publish in a machine-readable format payer specific reimbursement information and the deidentified high, low, average, and median rates for all services and charges available at the hospital
- 3. Publish in a machine-readable format the 70 services CMS has defined plus 230+ services at the discretion of the hospital with payer specific reimbursement information and deidentified high, low, average, and median rates

Link to CMS regulation:

CY 2020 Hospital Outpatient Prospective Payment System (OPPS) Policy Changes: Hospital Price

Transparency Requirements (CMS-1717-F2)

HealthCare professionals are working to understand how price transparency can improve Patient satisfaction and reduce hospital bad debt. The benefits of providing cost estimates prior to scheduled services include:

- Providing price transparency
- Providing estimates prior to service, avoiding unexpected financial liability
- Reducing Patient dissatisfaction directed at the provider
- Increasing self-pay collections while decreasing bad debt

Today's Patients are becoming informed consumers through a variety of channels including media exposés on healthcare costs and the continued progress of the Affordable Care Act. Patients require a clear picture of their financial obligation for services. Informing Patients of the cost of services is in the best interest of the facility.

Although generating a quote for services involves a variety of contractual discounts and health insurance plan information, some information can be readily available to the Patient with minimal employee intervention.

The **PARA Price Transparency Tool (PTT)** ensures the hospital follows the CMS requirements for the upcoming and previous deadlines and allows the Patient to determine their out-of-pocket cost from a provider-based web portal.

The web-based tool includes detailed language and comprehensive support to better inform the User with regards to cost estimates they wish to obtain.



Resources to Better Understand Your Health Care Costs

-A A +A

Welcome



Services



Insurance

Financial Assistance

8 FAQ

◆)Login

Demonstration Hospital is dedicated to making our pricing publically available so that you can make more informed decisions about your healthcare costs.

We provide a variety of resources to help you better understand the costs of your medical care and assist you in planning ahead for medical expenses

Patient Price Estimator

Demonstration Hospital's Patient Price Estimator provides approximate out-ofpocket costs for a specific medical procedure or service at Demonstration Hospital.

PATIENT PRICE ESTIMATOR

Please Contact Us

Please contact Demonstration Hospital Price Estimation Team at info@demohos.org or call (000) 123-4567 for more information about Demonstration Hospital pricing. Our agents are happy to assist you in understanding your costs for a medical procedure or visit.

F.A.Q.

Demonstration Hospital's Standard Charges

To improve price transparency, all U.S. hospitals and health systems are required to provide lists of standard hospital charges — also called a chargemaster — so patients can compare prices across hospitals. Here are a few considerations to keep in mind as you view the list of standard charges.

- These charges are rarely the price that patients pay. The chargemaster lists the dollar amount set for each service prior to insurance contract/benefit plan discounts or self-pay discounts being applied, so the price patients pay tends to be less than the standard charge
- Hospital charges differ from patient to patient for the same service depending upon variations in treatment.
- Patients who are eligible for financial assistance also receive additional discounts.
 Items included in a charge vary across hospital systems. For example, what's included in one hospital's charge for room and board may differ from other hospital's charge some hospitals bundle services together into a single charge that others may list separately.
- Looking at various hospital charges does not provide any indication of quality of service and outcomes.

Pricing Lists

To make medical pricing more transparent, all U.S. hospitals are required to provide the following pricing lists. The pricing is listed by the Current Procedural Terminology (CPT) code used by insurance companies. The lists are in a spreadsheet format.

PLEASE NOTE: The pricing lists below show charges prior to contract negotiations with individual insurance providers. They may be useful for comparing pricing with other hospitals, but they DO NOT indicate actual costs to patients

STANDARD CHARGES (CHARGEMASTER PRICING)

This list shows preliminary pricing for thousands of different services and medical procedures performed at Demonstration Hospital

AVERAGE CHARGES BY PATIENT GROUP

This list shows pricing by types of patient groups, referred to as MS-DRGs (Medicare Severity Diagnosis Related Groups).

SHOPPABLE SERVICES PRICING

This list shows Demonstration Hospital pricing for the most common 300 medical services. It includes gross charges, discounted cash prices, and payer-specific negotiated

charges.

Powered By PARA HealthCare Analytics

The PARA Price Transparency Tool is completely customizable with the ability to identically mirror the look of the facility website, personalize informative language, and identify the services to be estimated.

THE PARA SOLUTION:

The **PARA Price Transparency Tool** provides facilities with a system for publishing the CMS mandated files to a public website and generating Patient quotes of the top procedures for the facility.

Details of this project including purpose, method, timeline, and deliverables are as follows. If you would like more information, please contact your Account Executive.

PURPOSE:

The purpose of the **PARA Price Transparency Tool** is to create a web-based system that follows federal requirements regarding Price Transparency and allows the Patient to determine their share of cost for healthcare services.

METHOD:

PARA will deliver the mandatory machine-readable documents to meet the 01/01/2021 and 01/01/2019 CMS deadlines using the latest Charge Description Master, Contracted Payer Reimbursement Information, Transactions Data, and the Medicare Standard Analytical Data Set. Examples of these documents are shown below:

Complete Charge Master:



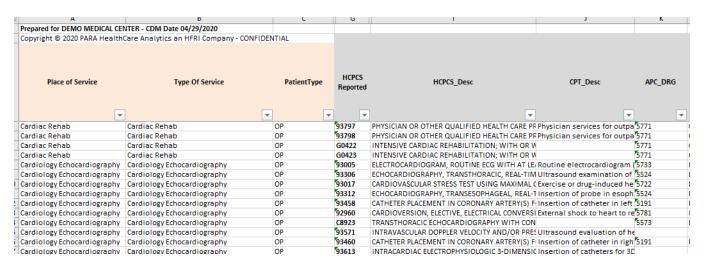
CMS plus facility shoppable services:

Code Type	Primary Code	Primary Status	Primary Desc	HCPCS	HCPCS Status		Claims	PCNT	Line Charge Avg
HCPCS	10160	T	Puncture drainage of lesion	10160	T	Puncture drainage of lesion	8,650	100%	1,010.00
				87070	Q4	Culture othr specimn aerobic	2,813	33%	454.00
				76942	N	Echo guide for biopsy	2,443	28%	2,361.00
				85025	Q4	Complete cbc w/auto diff wbc	1,357	16%	186.00
				G0463	J2	Hospital outpt clinic visit	1,304	15%	238.50
				36415	Q4	Routine venipuncture	1,177	14%	61.86
				99283	J2	Emergency dept visit	1,117	13%	2,093.60
				85610	Q4	Prothrombin time	1,032	12%	248.37

PARA will provide your facility a suggested list of services, the 70 CMS shoppable services and 230+ additional services, based on your most recent Medicare Data available including:

- All Inpatient Medicare DRG Data including the (CMS shoppable)
- Top 50 ICD-10 Diagnoses for ED visits
- Average charge by ED level
- Top 50 ICD-10 for clinic visits
- Average charge new and established clinic levels
- Top 50 ICD-10 Diagnosis for observation
- Mammography
- Top 50 cardiology/EKG/Stress Tests
- Top 25 Laboratory
- Top 25 Radiology
- Other Service Lines (as requested by client)
- COVID-19 Diagnostic and specimen collection
- Women's health
- Preventive medicine
- Top 50 ambulatory surgical procedures

PARA XLS extract of facility specific procedures from the CMS data set:



PARA will construct procedure categories and subcategories based on the facility-approved list of services and will provide the implementation instructions for deployment. Initial and ongoing training and support are provided for the duration of the agreement.

PARA will review your current website design to create a Patient cost estimator tool. The **PARA Price Transparency Tool** provides the Patient an easy to use decision tree to select the required services.

DELIVERABLES:

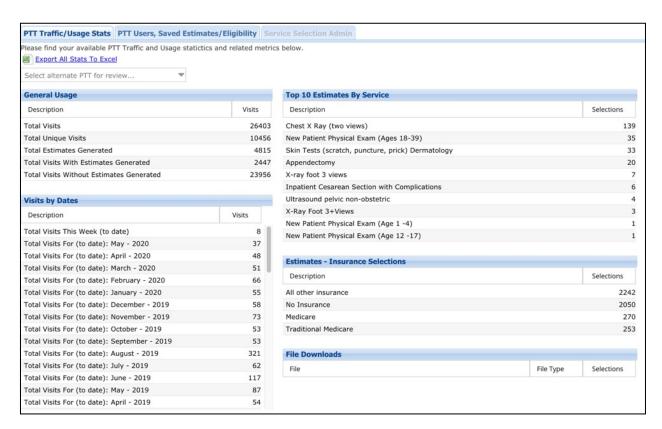
PARA will provide your facility a web-based control panel to allow updates and changes to the estimator on an ongoing basis (i.e. update prices, change benefit plans, add services, etc.)

PARA will provide an optional insurance and benefit plan allowing Patients to enter their own benefit information to calculate their cost.

PARA will provide Medicare and Medicaid terms (where applicable) allowing Patients to calculate their cost, and will incorporate the Hospital's self-pay discount to allow self-pay Patients to calculate their cost.

PARA will provide an option for the price estimate to be printed and will provide links and referrals to financial counseling, charity care policies, quality ratings, Patient satisfaction scores, and other information deemed pertinent by the Hospital.

PARA will provide an internal web-based tool to review all registrations, estimates, and eligibility checks created by Patients. The **PARA Price Transparency Tool** statistics are tracked in the **PARA Data Editor** (**PDE**) according to general use, visits by date, top estimates by service, estimates by insurance, and file downloads.



WALKTHROUGH:

The User is welcomed with the options to download the complete price list, download the shoppable items, connect with the facility, or calculate their out-of-pocket cost by selecting the associated links.



Resources to Better Understand Your Health Care Costs

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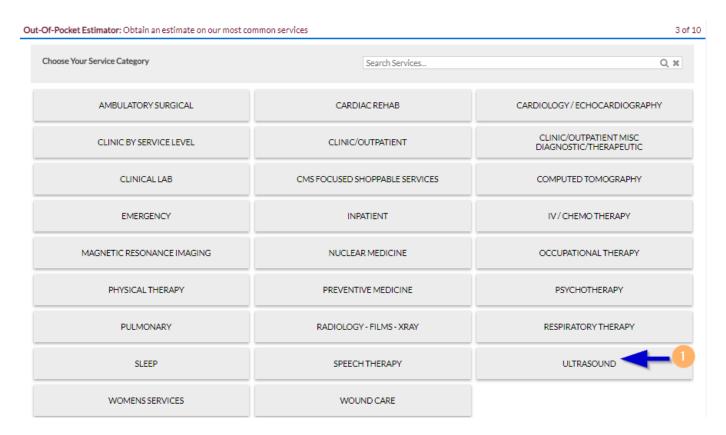
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Powered By PARA HealthCare Analytics

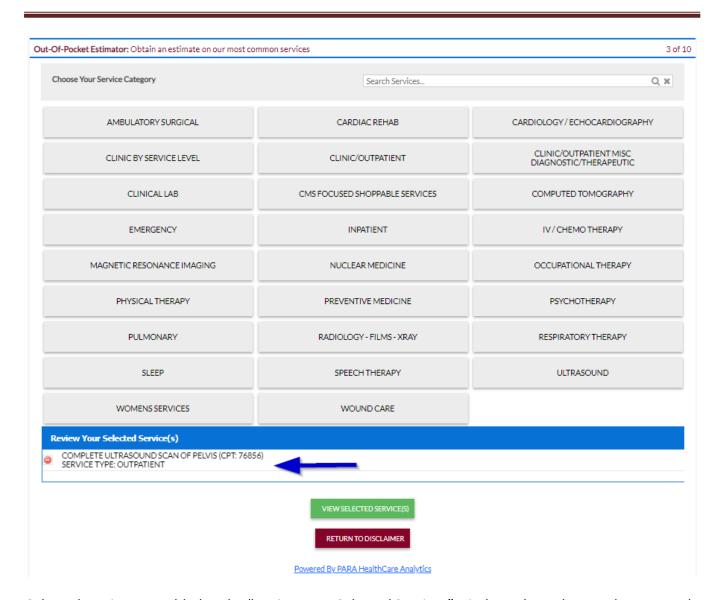
SHOPPABLE SERVICES PRICING

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Once the User has agreed to the preliminary Disclaimer, the User selects an individual service by (1) identifying the associated "Service Category" and then (2) clicking on the service to be added.

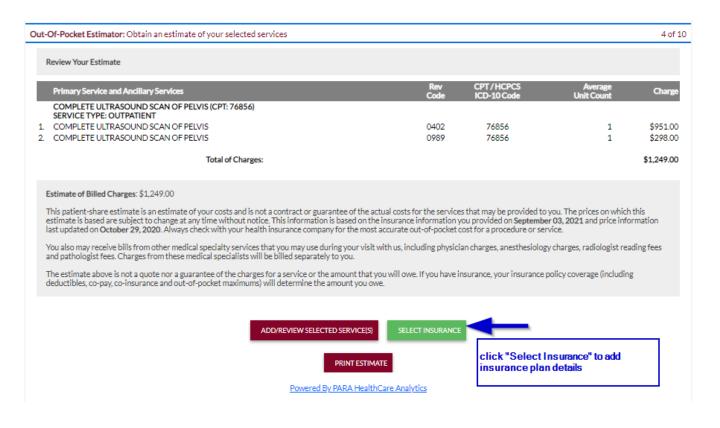


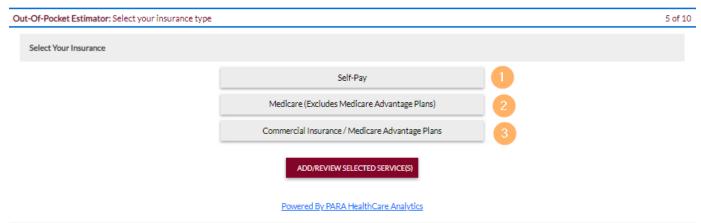




Selected services are added to the "Review Your Selected Services" window where they can be removed, or additional services added at any time.

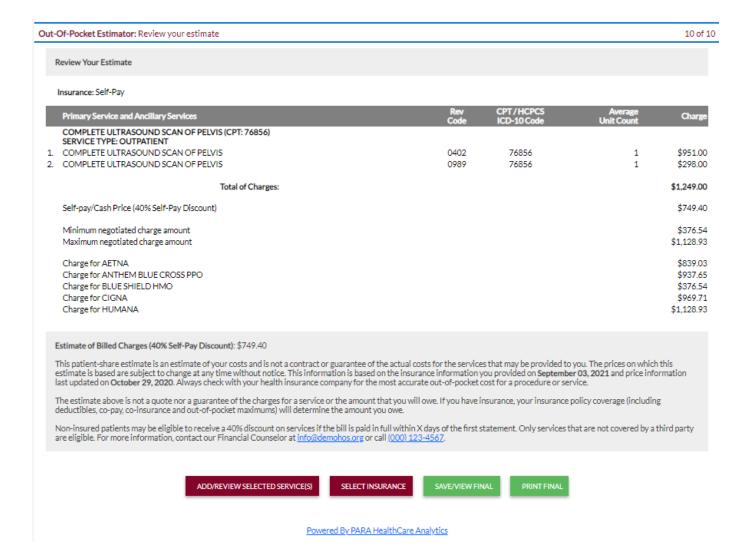
At this point, the consumer has the option to continue and further refine the estimate by including their specific insurance plan details to obtain a final out-of-pocket estimate.





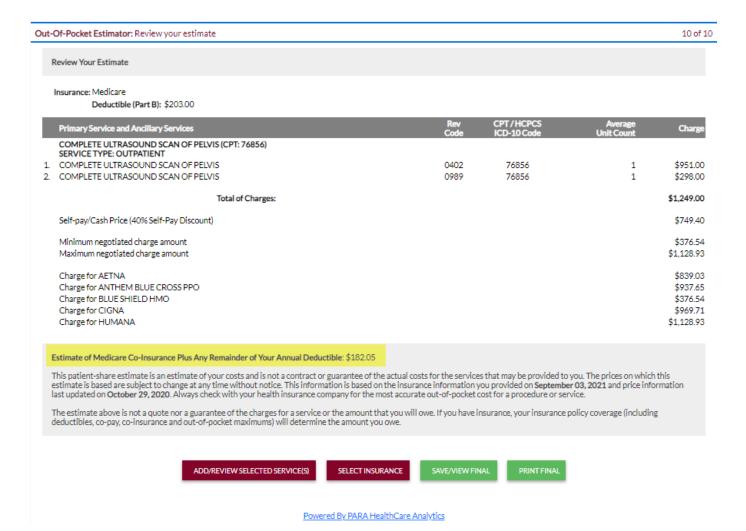
Self-Pay - 1

The **PARA Price Transparency Tool** presents the final estimate as a total of the Hospital's self-pay discount applied to the selected services' individual prices.



Medicare - 2

The **PARA Price Transparency Tool** presents the final estimate as a total of Medicare DRG or APC of the selected services with the remaining annual deductible plus co-insurance.



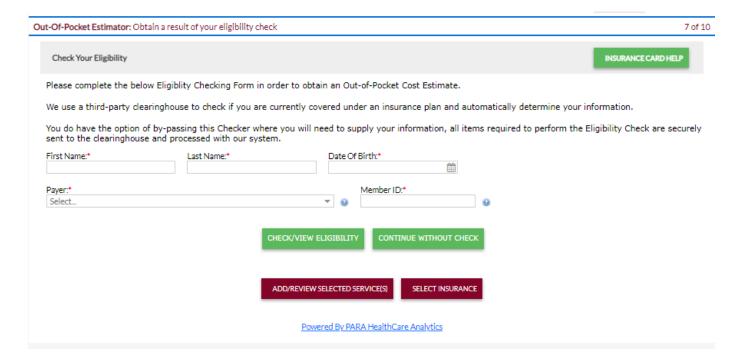
All Other Insurance – 3

The ability to calculate Patient estimates on the facility website will be provided upon the consumer's ability to input their specific plan details.

PARA has integrated the facilities managed care contracts to the **PARA Price Transparency Tool**, making it a more accurate tool for providing price estimates. However, with this functionality, competitors and other malicious Users may attempt to take advantage of the tool to shop prices.

PARA has further developed the ability to protect your facility from such attacks by incorporating User eligibility checking and saving.

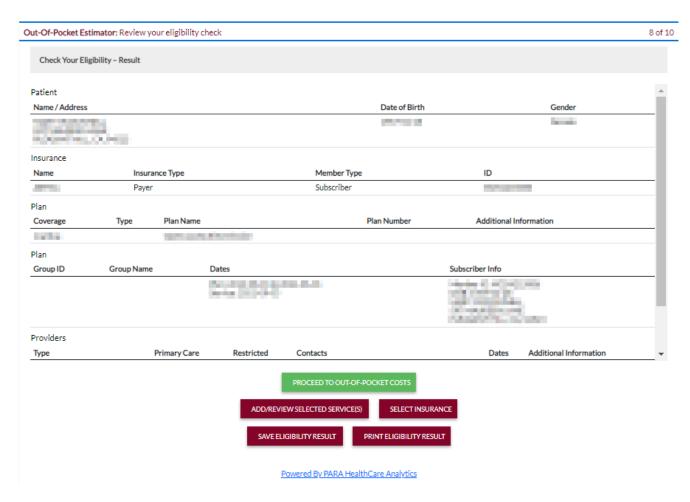
If the User has selected "All Other Insurance," the facility has the option to require the Patient to complete an eligibility form for inquiry.



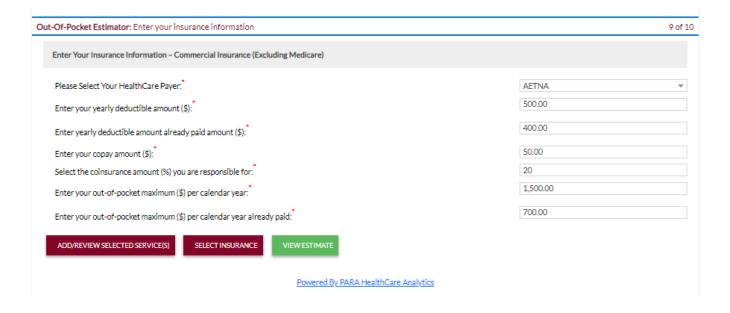
PARA communicates via an Electronic Data Interchange linkage to the Patient's insurance plan to confirm coverage, co-pays, co-insurance, maximum, and deductibles.

A successful verification response reported along with the User's complete plan information ensures a further level of protection to avoid data mining from outside parties and full transparency.

Only when **PARA** confirms that the check has been successful will the User be able to proceed to enter their insurance plan information.

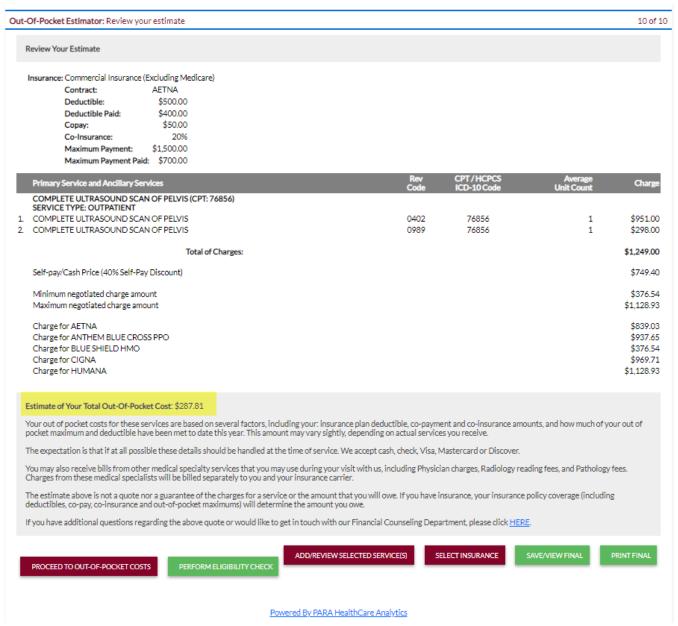


The response from the eligibility checker is parsed and loaded into the insurance information page to take the guess work out from the User, inputting their insurance information automatically.



The **PARA Price Transparency Tool** presents the final estimate as a total of the selected services' allowed amounts based on the selected facility managed care contract with specific plan details.

Along with the final estimate, the Minimum, Maximum, Average, and Median Payments of Other Insurance Companies Contracted with the Hospital are presented for further compliance and price transparency. As a final comparison the cost to the Patient of purchasing the service as a self-pay Patient is provided.



PARA has developed the abilities to save and print estimates and Eligibility entries and results for the User to review on a later date. Saving is accomplished by asking the Patient for their email address and sending a secure link via email to reopen the results. Printing produces a replica of the current page in PDF format.

SAMPLES OF PRICE TRANSPARENCY WITH PARA PRICE TRANSPARENCY TOOL DECISION TREE:

Price Transparency Link and Cost Estimations for Medicare and No Insurance: Example 1

Price Transparency Link and Patient Estimates using **PARA's** standard Decision Tree for Insurance, Medicare and Self-Pay:

Example 2 Example 3

Price Transparency Link built into **PARA's** custom landing page for Hospital Defined Services and providing Patient Estimates with **PARA's** standard Decision Tree for Insurance, Medicare and Self-Pay: Example 4

Price Transparency Link built into **PARA's** custom landing page for direct Cost Estimations regardless of payor:

Example 5

Price Transparency Link broken out by location with direct Cost Estimations also dependent on location:

Example 6

Demonstration Version of Price Transparency Link with All Functionality: Example 7