



Increasing Healthcare Consumer Confidence

Successful Strategies for Posting Hospital
Standard Prices Online

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About Vitalware

“Setting the New Standard in Chargemaster Management”

KLAS

In its first year as a **KLAS** rated solution, VitalWare's VitalCDM™ has ranked **#1 in the Revenue Cycle – Chargemaster Management category for 2019.**

HFMA Peer Review

VitalWare's coding, regulatory and reimbursement resource, VitalKnowledge™, has been awarded the **Peer Reviewed HFMA®** designation since June 2015. VitalWare has consistently maintained their quality vendor ranking year-over-year.

Inc. 5000

For the fourth consecutive year, VitalWare has ranked on the **Inc. 5000's** list of fastest growing private companies, the **Puget Sound Business Journal's** top 100 private companies in WA state for the 2nd consecutive year, and as one of **Black Book Market Research's** top disruptive health IT companies.





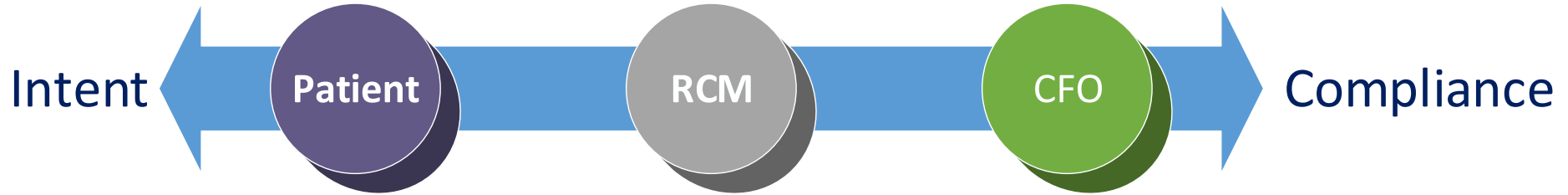




Ends of the Spectrum

- Intent
 - Patient-friendly descriptions
 - Logic that allows patients to search for total costs
 - Eligibility and estimation tools to determine out of pocket expenses
 - Comparison between entities
- Compliance
 - Chargemaster posted online
 - Machine Readable format
 - Includes anything that can show up on the bill
 - Procedures, Pharmacy, Supplies

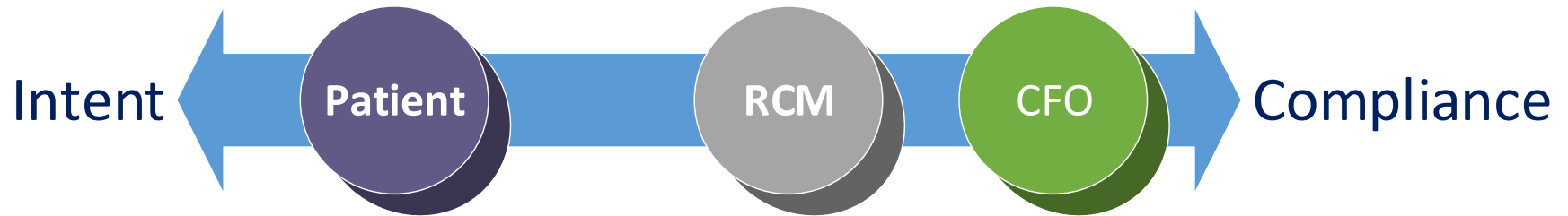
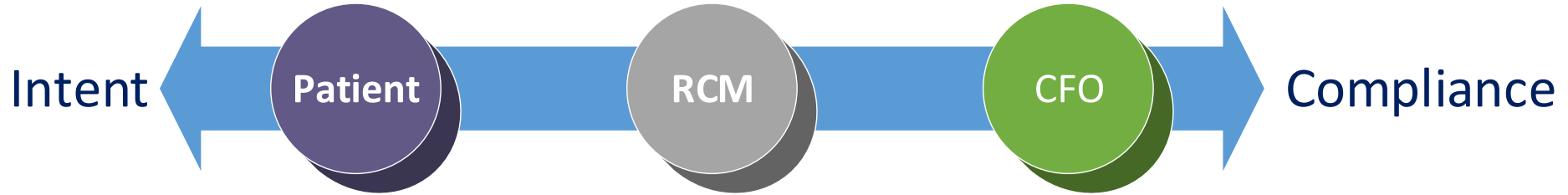


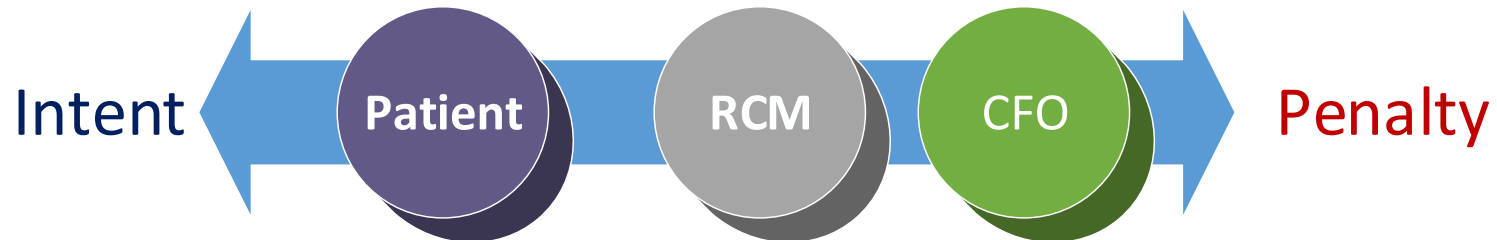
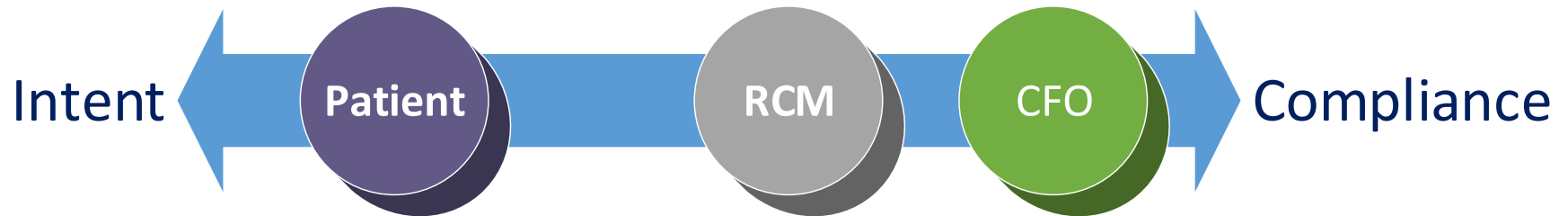
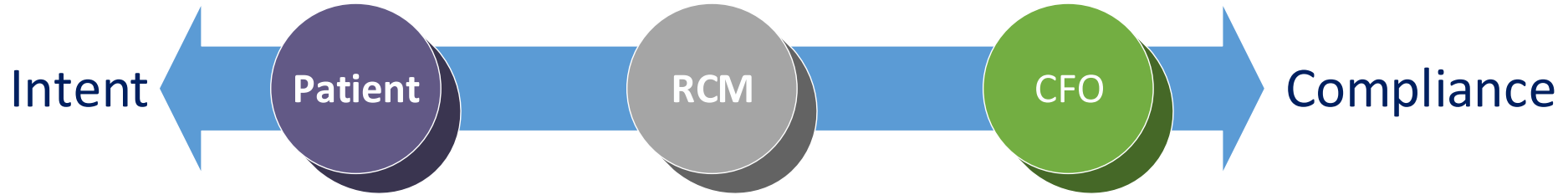


Executive Order – Informing Patients About Actual Prices

Sec. 3. Informing Patients About Actual Prices. (a) Within 60 days of the date of this order, the Secretary of Health and Human Services shall propose a regulation, consistent with applicable law, to require hospitals to publicly post standard charge information, including charges and information based on negotiated rates and for common or shoppable items and services, in an easy-to-understand, consumer-friendly, and machine-readable format using consensus-based data standards that will meaningfully inform patients' decision making and allow patients to compare prices across hospitals. The regulation should require the posting of standard charge information for services, supplies, or fees billed by the hospital or provided by employees of the hospital. The regulation should also require hospitals to regularly update the posted information and establish a monitoring mechanism for the Secretary to ensure compliance with the posting requirement, as needed.







4 Keys to Your Strategy



4 Keys to Your Strategy



4 Keys to Your Strategy



4 Keys to Your Strategy



Thank you!

