



Focused Solutions for Clear Results

Return on Investment from HCC's Integrated Decision Support & Contract Manager Applications

HCC clients experience “**hard dollar**” financial returns. Recent successes our clients have reported include:

A major university medical center used HCC Contract Manager to identify and collect \$8.8 million of underpayments from payors last year.

A 250 bed small-market community hospital, utilizing HCC Contract Manager, has identified and collected underpayments averaging over \$1 million annually, for their inpatient business alone.

A 400 bed medical center recently used the HCC Contract Manager to identify and collect “millions” of dollars in underpayments in a settlement with a single payer.

A major suburban medical center not only uses the HCC Contract Manager to identify and collect underpayments, but also attributes HCC as being a significant contributing factor in the reduction and management of their accounts receivable at one of the lowest levels of any hospital in the country.

Hospital Cost Consultants LLC is a leading provider of cost and reimbursement management software and services. With over 25 years of experience in the healthcare industry, HCC offers a full range of implementation, training, and consulting services to complement its decision support applications-- Contract Manager, Cost Accounting Manager, Best Practice Manager, and Information Manager. All are available as stand-alone products or as part of an integrated decision support system that utilizes a single patient encounter database for consistent, enterprise-wide reporting.

HCC applications also generate “**soft dollar**” financial returns by providing hospitals the tools to administer contract terms that control risk and optimize revenue. Better integration of clinical, financial and administrative data into a single database facilitates clinical/financial analyses and decision-making. Identifying profitable or unprofitable product lines is critical in negotiating better contracts and improving the overall financial health of the hospital. **HCC** provides the utilization and cost data needed to model contract terms and rates prospectively, resulting in **more favorable contract performance**.

HCC Contract Manager, Cost Accounting Manager, Best Practice Manager and Information Manager improve our client's ability to easily access critical information, perform accurate, reliable analysis and increase revenue for their organization. All **HCC** application modules share a single, integrated patient database. Users of all applications see and report from the same database without concerns about utilities that move patient information from one application to another or from one server to another. This increases accuracy and reduces the burden of report creation and analysis for all users.

- 3 **Our clients significantly enhance their collection capabilities by posting HCC calculated contractual allowances back to their patient accounting systems at time of billing.**
- 3 **Expected reimbursement may be calculated for all payers, greatly enhancing revenue opportunities.**
- 3 **HCC accurately handles all types of payment terms, services, stop- losses, and exclusions.**
- 3 **When patient or contract data is updated HCC automatically recalculates, reverses previous contractual allowances, and posts current contractual allowances.**
- 3 **HCC provides payer letters and follow up letters, greatly increasing accuracy and reducing time spent by collectors.**
- 3 **HCC provides explanation of expected reimbursement that may be posted as a "collector note" in the clients' patient accounting system. Along with the contractual allowance, this allows our clients to increase the value of their existing underpayment collection systems and processes.**

HCC offers flexibility in how solutions are acquired, delivered, and maintained.

- **Software may be licensed on a monthly basis or on a perpetual basis.**
- **Systems may be hosted at the client site or by HCC.**
- **Application set up and maintenance may be done by the client or by HCC.**

For more information about HCC's Financial Information Solutions, call 800.242.2678

or

Visit us on the web at www.hococo.com

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HCC Contract Manager



HCC Cost Accounting Manager



HCC Best Practice Manager



HCC Information Manager