

MANAGED CARE

Technology Assessment

With continued downward pressure on managed care reimbursement rates and the move to increasingly complex payment schemes, healthcare providers are seeking advanced technological solutions for their managed care needs. However, patient accounting systems offer minimal support and managed care vendors have yet to offer a comprehensive solution.

ASSESSMENT OVERVIEW

Current State & Future Needs for Managed Care Technology

- ➊ Assess the current state of managed care technologies for Contract Administration, Contract Modeling, Variance Analysis, and Credentialing/Enrollment and how well they align to business strategy and processes.
- ➋ Identify gaps and/or alternative commercial off the shelf (COTS) solutions.
- ➌ Rank alternative solutions by client need.
- ➍ Develop a Request for Proposal (RFP) and manage the process on your behalf.
- ➎ Assist in vendor demos and selection.
- ➏ Determine Return on Investment (ROI) using a net present value (NPV) calculation.



The Value of What We Can Do For You

- ➊ Identify current and future managed care technology needs.
- ➋ Build a business case for acquisition of commercial technology.
- ➌ Improve access to managed care data and enhance the analysis of that information.
- ➍ Improve departmental productivity and efficiency by leveraging appropriate technology.
- ➎ Help ensure maximum ROI of your managed care technology selection.

EVALUATION CRITERIA

Core Functionality: The primary activities the product is able to perform/it's main features.

Ease of Use: How intuitive the product's user interface is, product's scalability & interoperability, etc.

Reporting: The capability to produce both useful/meaningful standard reports as well as customized, ad-hoc reporting.

Training and Support: Quality of the vendor's product training and support programs.

Total Cost of Ownership: Total of direct capital investment in hardware and software plus indirect costs of installation, training, repairs, downtime, technical support, and upgrading.

ENGAGEMENT PROFILES

U.S. Based International Hospital System

Identified managed care technology needs, developed RFP and managed response, compared and ranked alternatives and assisted in vendor selection.

Multi-Hospital System Located in NYC

Assessed current use of managed care technology and identified opportunities for improvement.

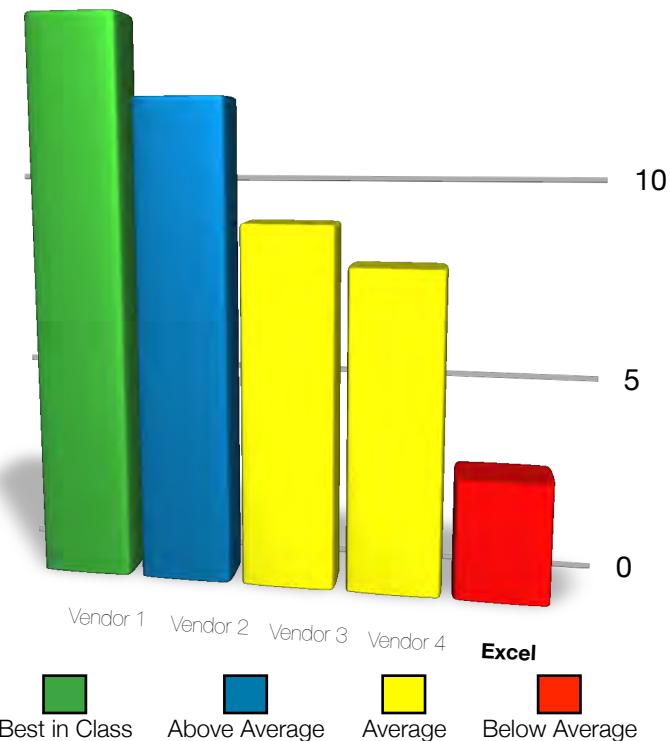
Multi-State, Multi-Hospital System

Headquartered in the Southeast

Ranked current managed care technology to commercial off the shelf systems (COTS), developed related RFP and assisted in vendor selection process .

EXAMPLE 1: FUNCTIONALITY SCORECARD

15



EXAMPLE 2: SUMMARY SCORE CARD BY MANAGED CARE TECHNOLOGY TYPE

	Contract Administration	Contract Modeling	Credentialing/ Enrollment	Variance Analysis
Vendor 1	56%	n/a	21%	67%
Vendor 2	35%	80%	n/a	55%
Vendor 3	88%	22%	n/a	79%
Vendor 4	n/a	n/a	79%	n/a

ABOUT HARPETH CONSULTING

Harpeth Consulting was formed by a group of senior executives, consultants, and healthcare industry veterans who recognized the need to develop a firm that specializes exclusively on the healthcare industry, especially in a healthcare rich geography such as Nashville, TN. Having worked together previously, they were able to assemble a team with great synergy, significant experience and subject-matter expertise. Now, just a few years later, Harpeth Consulting has grown by leaps and bounds, and stands ready to move into its next phase of growth by continuing to provide value to clients.

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