

CDM compliance and strategic pricing supports revenue goals.

Challenge

This **IDN client with 1,300 beds and \$2.4B NPR** had received negative feedback from patients regarding lab and radiology charges and suffered volume and revenue leakage to neighboring non-hospital providers. They had not reviewed their CDM for several years and needed to streamline, ensure compliance and enhance their competitive edge in the local marketplace.

Solution

Savista set out to reallocate \$85M while ensuring defensibility of charges, maintaining gross revenue neutrality and optimizing net revenue. CDM adjustments needed to comply with industry standards and federal regulations and drive strategic benchmarking.

1

Comprehensive CDM review

- Solicited departmental feedback on current pricing and identification of charge capture opportunities.
- Performed a line item CDM review ensuring accurate, compliant charges.
- Identified routine items and services for inactivation and calculated revenue impact.

2

Strategic pricing and benchmarking

- Benchmarked CDM prices maintaining charge structure within 50-75 percentile of local standards.
- Targeted lower benchmark percentile on lab and radiology to drive prices down.
- Reallocated gross and net revenue from inactivated routine items identified during CDM review.

For more in-depth information about Strategic Pricing Services and all our Revenue Cycle Management solutions, please visit SavistaRCM.com



Results

Optimized net revenue yield by identifying charge capture opportunities

Reduced revenue leakage through a defensible pricing strategy that protects their market share.

About Savista

Over 30 years of Revenue Cycle Management Experience

More than 300 clients across 770+ facilities

Workforce with an average 7.5 years experience, and 20+ certifications including Epic