

Compare Product Capabilities of Contract Management Solutions with Unbiased User Feedback

Selecting the right Contract Management solution can help healthcare organizations better manage contracts, claims, and payments. The charts below identify the categories where each solution delivers the best user satisfaction, according to survey results from more than 2,400 finance professionals, published by Black Book Research.

PRODUCT CAPABILITY AND VALUE	AXIOM	NTHRIVE	CHANGE HEALTHCARE	PMMC	SSI GROUP
Innovation and optimization					
Breadth of offerings, varied client settings, delivery excellence across all user types					
Integration and interfaces					
Scalability, client adaptability, flexible pricing					
Best-of-breed technology and process improvement developments					
ORGANIZATIONAL PARTNERSHIP					
Client relationships and cultural fit					
Reliability					
Support and customer care					

KEY

Average user ranking:

9.66-10 = 9.33-9.65 = 9-9.32 = <9 = 

Axiom in action

According to Jeanine Levinson, director of budget and reimbursement at Sturdy Memorial, Axiom brings:

- **Confidence.** *"We were very limited in the amount of data we could grab historically. Now we have a much more robust data set, good experience under our belt, and a system that gives us confidence."*
- **Repeatability.** *"Revenue codes are so important to the payer, even though they had only provided the CPT code. We were able to create linkage between the revenue code and CPT code in our system to ensure there will be no leakage moving forward."*
- **Reporting ease.** *"In the past, performing a payer review was a very manual process. We compared actual payments to charges and did all of the analysis in Excel. With Kaufman Hall's help this time, we were able to look at the whole picture very easily."*

Axiom Contract Management also saved the hospital \$50,000 within 30 days of training through identifying missing payments for a patient who had multiple procedures performed during a single visit.

About the Black Book™ 2019 Survey:

- For these vendor ratings, the Black Book Research financial digital transformation software client/user survey investigated 305 finance functional category vendors utilized by 2,480 validated client users from Q1-Q2 2019.
- Vendors with over 20 unique client votes are eligible for top 10 rankings and are assured to have highest confidence and lowest variation. Data reported in this form are shown with a 95% confidence level (within a margin of 0.25, 0.20 or 0.15, respectively).
- Ballots are validated through two independent survey verification services before being included in the scoring process.

To learn more about Axiom Contract Management, visit:

www.kaufmanhall.com/contract-mgmt

