strata

StrataJazz®
Contract Analytics

Improve Revenue with a Data–Driven Approach to Contract Negotiations

Healthcare organizations often lack adequate tools, information, and analytics to negotiate with payors, weakening their bargaining position and resulting in suboptimal contracted rates.

StrataJazz® Contract Analytics allows hospitals and health systems to model both government and commercial contracts, calculate expected payments, and estimate net revenue and margins. The solution enables healthcare leaders to calculate the expected payment for services across the continuum — including hospital inpatient (IP), outpatient (OP), clinic, physician services, and post–acute care.

Inform payor contract negotiations using empirical and modeled data

Healthcare organizations can better manage their topline financial performance by identifying opportunities to maximize reimbursement, improve contract terms, and quickly analyze the effects of shifts in prices, populations, or payor mix.

Contract Analytics helps organizations evaluate how new or revised contracts will affect future financial performance by modeling proposed terms against a defined patient population. These modeling capabilities reduce the stress of contract negotiations by providing fast, detailed insights into how payor proposals influence revenue and margins across all service lines — helping to level the playing field between providers and payors.

With Contract Analytics, healthcare leaders can:

- **Define or clone a contract model** — Start from scratch or use an existing model as a baseline.
- **Edit contract terms** — Easily adjust rates, conditions, or payment structures to reflect proposed changes.
- **Apply the model to historical claims** — Test the contract against actual patient data to assess real–world impact.
- **Compare multiple scenarios** — Evaluate side–by–side how different contract terms affect revenue and margins.

Proactively determine the financial effects of upcoming reimbursement changes

As reimbursement models continue to shift, healthcare leaders need to remain agile in assessing the impacts of upcoming changes. Contract Analytics empowers leaders to project how proposed contract or payment model changes will affect their organizations. They can use the solution to calculate estimated payments for recent and current contracts using electronic health record (EHR) data for any payor, including bundled payments.

StrataJazz® Contract Analytics

Contract Analytics also enables targeted pricing analysis, allowing organizations to model how pricing changes will alter reimbursement and patient volumes using StrataJazz® Strategic Pricing. In addition, healthcare leaders can conduct break–even analyses for Medicare or Medicaid, or compare rates from different commercial payors.

Find out how Contract Analytics can help your organization maximize net patient revenue with a data–driven approach. **Contact us** *or visit our* **website** *to learn more.*

Key capabilities

- **Accurately project net revenue and assess performance** prior to receiving actual payments

- **Calculate expected payment** using EHR data for any payor, including bundled payments

- **Simplify modeling of all reimbursement methods** by configuring custom reimbursement methodologies

- **Perform what–if contract and margin analysis** to analyze changes in reimbursement or shifts in payor mix

- **Analyze pricing shifts** to model impact on reimbursement and volume

- **Compare actual versus expected payments** and net revenues

- **Compare various proposed contracts** for selected patient groups

Healthcare's leading enterprise performance management platform
www.stratadecision.com