

FINANCIAL ADVISORY SERVICES



QHR consultants can support your decision-making process with financial analysis. To help your hospital offer competitive pricing, we conduct rate modeling and strategic pricing analysis. For proposed service lines, HFR consultants perform contribution margin analysis to ensure you don't enter into an unprofitable business venture. These services include:

PRODUCT LINE COST STUDY

Creates a baseline cost accounting systems/product line cost to help hospitals identify opportunities for cost reduction or the addition or elimination of services. This study is similar to a specific product line or complete hospital cost accounting study, with the addition of all payer net revenues to determine contribution margins and identify potential new service opportunities.

STRATEGIC PRICING TODAY

Provides a comprehensive review of hospital prices to accurately price services based on procedural level costs and or current market prices. QHR consultants review market prices to develop pricing points and parameters that allow for competitive pricing advantages, and to develop hospital internal pricing policies and processes.

RATE (PRICE) SENSITIVITY STUDIES (CAH AND PPS HOSPITALS)

Utilizes QRates program for rate modeling to determine net revenue impact of proposed hospital price increases and decreases. Rate modeling is recommended during your annual budget process or when your hospital is considering hospital-wide price changes. Additional steps are required for Critical Access Hospitals to ensure that Medicare program payments are not reduced, as rate adjustments may have a negative impact on CAH Medicare/Medicaid reimbursements.

contact

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QHR Consulting Services provides operational, financial and strategic consulting services to hospitals and health systems.
Named as the 12th largest healthcare consulting firm in the US in 2006, QHR Consulting delivered over 1,000 engagements in 2005..

