

# Pharmacy ChargeLink™

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Many finance departments lack complete, up-to-date information about their pharmacy supply costs. At the same time, integrating pharmacy supply information with the hospital charge description master (CDM) is a complex task. The outcome, for most organizations, is lost revenue. Pharmacy ChargeLink ensures correct, current pricing and accurate coding so that medications are reimbursed at an optimal level.

Formularies, prices, and reimbursement policies change often. In many organizations, connectivity between financial and purchasing information systems is inadequate. As a result, traditional methods of monitoring costs against reimbursement are time-consuming and difficult.

In recent years, hospitals and health systems have focused on securing better prices through group purchasing organizations and other avenues. But without the ability to capture, analyze, and present current reimbursement data, margins may still suffer.

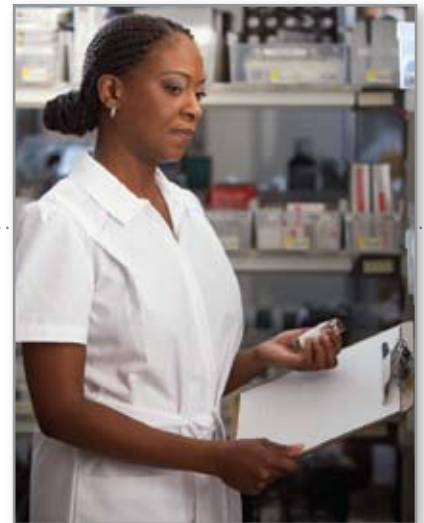
## A new approach

Because strategic pricing is imperative for providers today, Craneware has applied its expertise toward developing a new approach to pharmacy charge management. More practical than manual pharmacy charge audits and more cost-effective than outsourced consulting,

Pharmacy ChargeLink helps hospitals promote appropriate pricing, accurate billing, and optimal reimbursement for facility-dispensed medications.

The software establishes and maintains a connection between your pharmaceutical purchase history and the CDM. In the process, Pharmacy ChargeLink strengthens the integrity of your pharmacy billing policies and procedures. Providing full visibility from purchasing all the way to reimbursement, Pharmacy ChargeLink gives you the ability to manage costs, monitor internal pricing policies, and recover appropriate revenues.

Pharmacy ChargeLink uses pharmacy data from the Thomson Red Book® database, the industry-leading source for information and pricing on prescription drugs and over-the-counter medications. This comprehensive library, paired with Craneware's financial expertise, gives you confidence that the data is accurate and actionable.



“Within the first few hours of using Pharmacy ChargeLink, we identified \$86,000 in missed pharmacy-related reimbursement opportunities.”

James Williams  
CDM Specialist  
University Medical Center  
Lubbock, Texas

## A comprehensive solution

Pharmacy ChargeLink enhances your pharmacy's financial performance in many ways. The software:

- Detects reimbursable medications not included or coded in the CDM;
- Identifies billing or process errors that generate claims which may not cover costs;
- Helps billing staff correct errors in method of administration, dosage, and billing units to set correct multipliers to achieve proper reimbursement;
- Identifies pharmacy items out of alignment with the hospital's most current pricing policies;
- Benchmarks pharmaceutical purchasing against average prices;
- Targets areas with potential financial loss and offers alternative manufacturers of generic drug formulations; and
- Generates spend analyses and statistical summaries.

## A positive user experience

Pharmacy ChargeLink's many features add simplicity to an otherwise complex task. In conjunction with Craneware's Chargemaster Toolkit®, Pharmacy ChargeLink can easily fix pharmacy CDM errors. The software supports change-request workflow, allowing pharmacy

staff, for example, to automatically submit updates for review and approval by reimbursement and pricing specialists. Whatever your specific procedure for managing CDM changes, Pharmacy ChargeLink strengthens communication and collaboration.

With Pharmacy ChargeLink, there are no manual system-to-system mapping processes. Separately reimbursable items are detected and mapped on the first day.

Pre-built filters and customization options provide all the flexibility your staff needs to configure data views to their preference and generate text-based, HTML, or Excel reports. Filters for reimbursable items with no claims volume or invalid National Drug Codes, for example, add confidence that your data is accurate and your billing is appropriate.

"Craneware Insights" for Pharmacy, another valuable feature built into Pharmacy ChargeLink, delivers expert summaries containing guidance about the latest regulatory updates.

## Support for better business

With control over pharmacy pricing, your organization will strengthen its financial

performance. Pharmacy ChargeLink helps pharmacy and revenue management staff understand and manage pricing and reimbursement issues. It provides a systematic way to highlight revenue opportunities and guide the development of pricing policies.

While pharmacy staff can better appreciate the association between cost and reimbursement for separately-coded pharmacy items, senior-level executives can use it to drive strategic, enterprise-wide initiatives. Pharmacy ChargeLink has the power to improve data quality for more comprehensive service-line profitability analyses, supply chain improvement opportunities, or pricing strategy development.

Pharmacy ChargeLink's reliable, factual data can enhance your position when negotiating managed care contracts and group purchasing agreements.

Call 1-877-624-2792 or e-mail [sales@craneware.com](mailto:sales@craneware.com) to arrange a demonstration and determine the impact Pharmacy ChargeLink will have on your organization.

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Craneware's Chargemaster Toolkit® is ranked No. 1 in the Revenue Cycle - Chargemaster Management market category in the "Top 20 Best in KLAS Awards" report, published December 2007. [www.KLASresearch.com](http://www.KLASresearch.com). Data © 2007 KLAS Enterprises, LLC. All rights reserved.



Healthcare Financial Management Association staff and volunteers determined that Craneware's Chargemaster Toolkit®, Chargemaster Corporate Toolkit®, Bill Analyzer, Online Reference Toolkit®, and Interface Scripting Module have met specific criteria developed under the HFMA Peer Review Process. HFMA does not endorse or guarantee the use of these products.



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