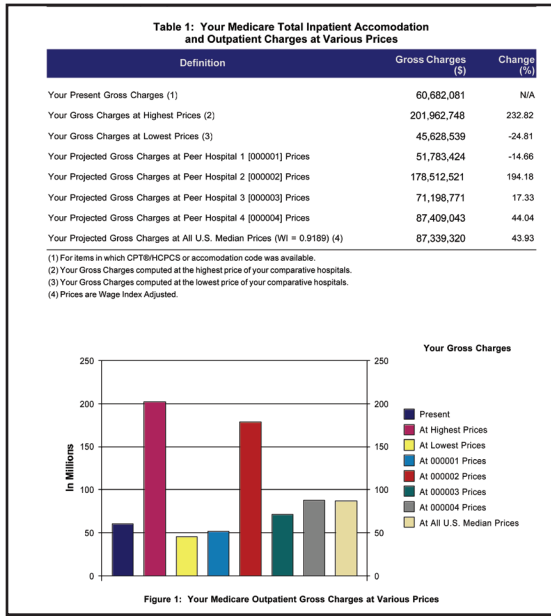


# Competitive Pricing Report



**Competitive Pricing Report**  
for C & A Sample Hospital [000000] - 2005

**Procedures Priced Higher than at Least One Competitor**

CPT®/HCPCS Code	Description	Your Volume	Your Unit Price	Lowest Competitor Price	Difference (%)	Incremental Charges at Your Current Volume
78465	Heart image (3d), multiple	1,430	1,448.00	1,006.75	-30.47	-630,988
74160	Contrast CAT scan of abdomen	772	1,242.00	882.30	-45.06	-432,088
93307	Echo exam of heart	808	759.00	299.00	-60.61	-371,680
71260	Contrast CAT scan of chest	1,057	1,028.00	682.30	-33.63	-365,405
93005*	Electrocardiogram, tracing	6,308	118.75	63.00	-46.95	-351,671
33233*	Removal of pacemaker system	48	7,157.00	402.37	-94.38	-324,222
99214*	Office/outpatient visit, est	10,402	84.25	53.70	-36.25	-317,703
93556	Imaging, cardiac cath	462	1,291.25	639.71	-50.46	-301,011
99213*	Office/outpatient visit, est	22,498	56.25	43.00	-23.56	-298,096
99045	Carboplatin injection 50 mg	1,393	261.75	48.17	-81.60	-297,521
93320	Doppler echo exam, heart	804	464.75	139.00	-70.09	-261,903
77413	Radiation treatment delivery	1,618	388.00	233.00	-39.95	-250,790
93510*	Left heart catheterization	354	3,769.00	3,102.76	-17.68	-235,851
33213*	Insertion of pulse generator	35	8,020.50	1,300.61	-83.78	-235,196
37205*	Transcatheter stent	36	8,410.46	2,171.81	-74.18	-224,591
93526*	Rt & Lt heart catheters	104	4,815.75	2,779.81	-42.28	-211,738
72148	Magnetic image, lumbar spine	216	1,904.00	940.00	-50.63	-208,224
72193	Contrast CAT scan of pelvis	679	982.75	682.30	-30.57	-204,006

CPT®

## REPORT SUMMARY

The Competitive Pricing Report (CPR) compares your hospital at the procedure-code level with those of client-selected peers or groups. You are able to clearly identify specific procedures for which rate increases or decreases make the most sense. Your rates are also compared with Medicare APC and fee schedule prices to assess potential areas where current prices are below Medicare payment rates.

## KEY FEATURES

- Selection of up to 9 peer hospitals
- Use the CPR in managed-care negotiations
- Use it to develop pricing strategies for new procedures
- Executive Summary projects your gross charges at your peers' prices
- Printable PDF & Excel spreadsheet

## WHO CAN USE THE REPORT

- VPs of Finance, Directors of Finance
- Directors of Reimbursement
- Chargemaster Director
- CFO
- CEO

**bottom line: absolute value**