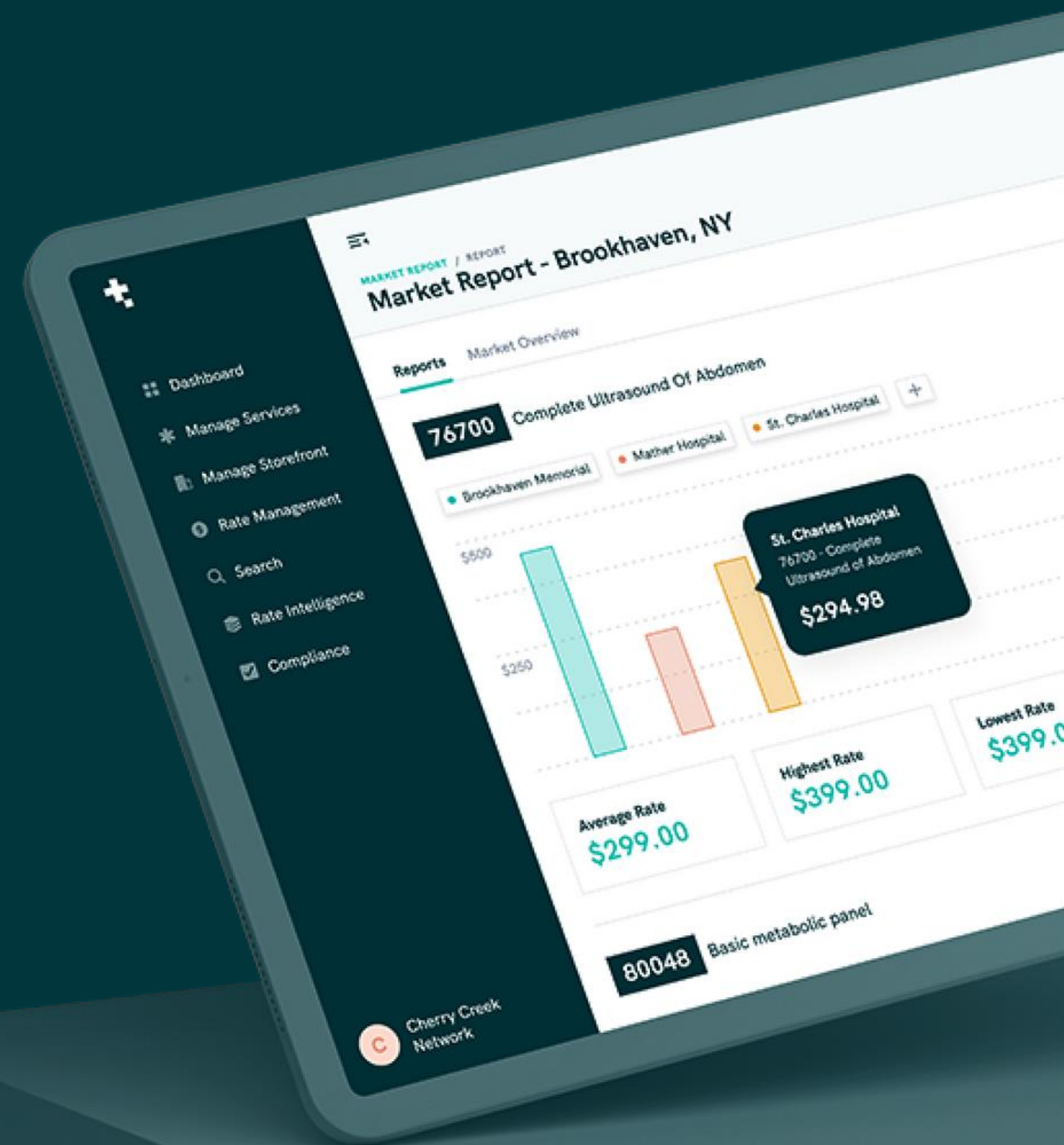




Leveraging price transparency data

Chris Severn - CEO
chris@turquoise.health
May 2022



**National Hospital Price
Transparency Conference:**
Path to Affordability

HOSTED BY THE EMPLOYERS' FORUM OF INDIANA





Legislation timeline.

Hospital Price Transparency Rule

Requires hospitals to
publish their MRF and
Patient Estimate Tool.

...

Transparency In Coverage

Requires payers to publish
their MRF.

...

Transparency In Coverage

Requires payers to publish
a Patient Estimate Tool.



Hospital Rates Database.

4,457

hospitals in the database

3,561

hospitals with imaging rates

3,522

hospitals with surgery rates

2,845

hospitals with BUCAH rates

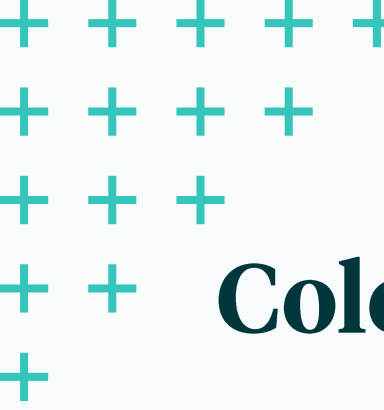
2,350

hospitals with DRG rates

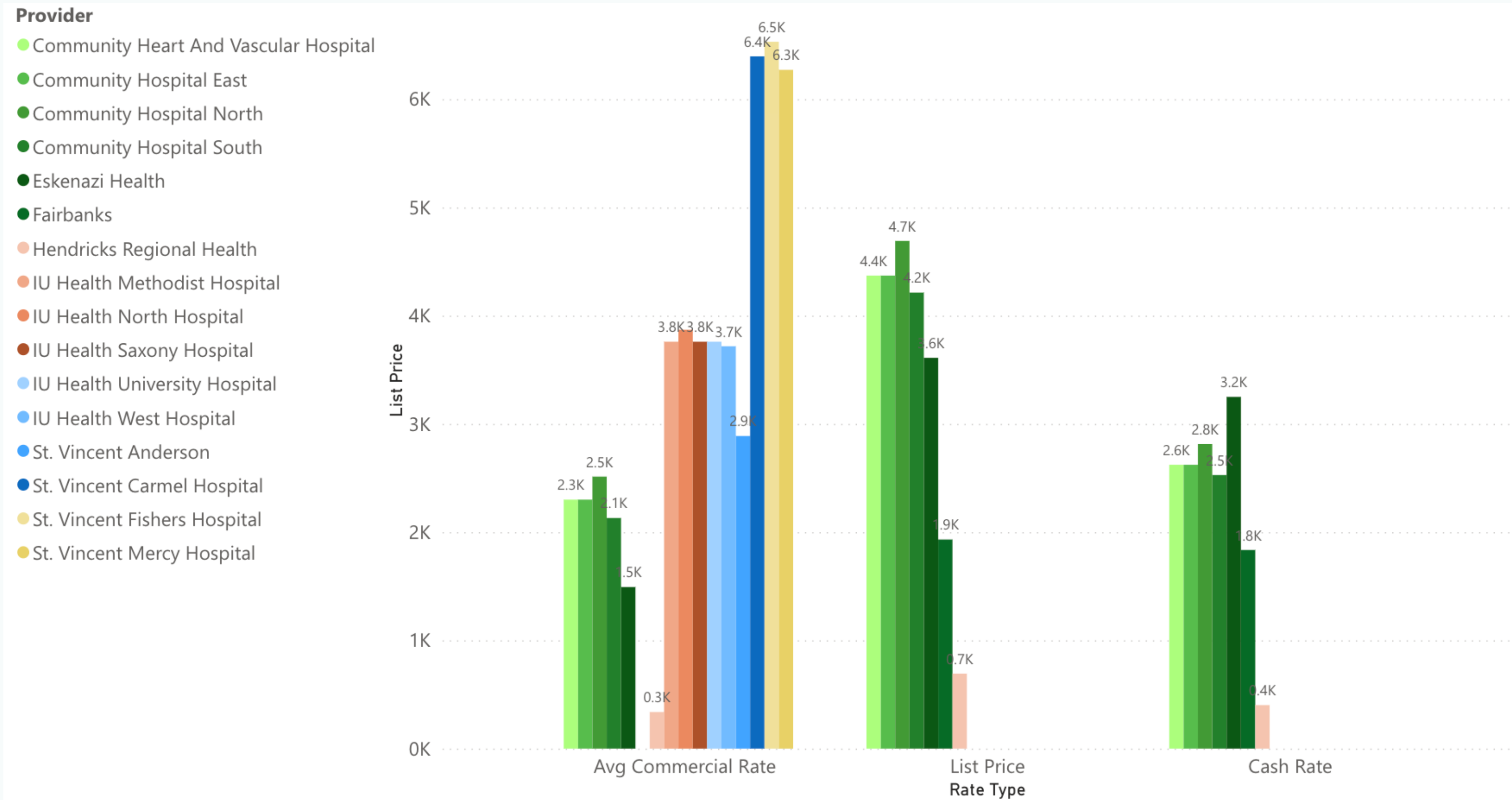
548

health systems in the database





Colonoscopy rates by provider (Indianapolis CBSA).



10,000+ Results For 'colonoscopy'

Unlimited Credits

Export Data

Filter Results

Reset

Turquoise Filters

+

State

-

Search...

☒ IN (11,949)

☐ AK (108)

☐ AL (976)

☐ AR (691)

☐ AZ (1,052)

☐ CA (3,052)

☐ CO (288)

☐ CT (385)

Apply Filters

Geography (CBSA)

+

City

+

Service Type

+

Code

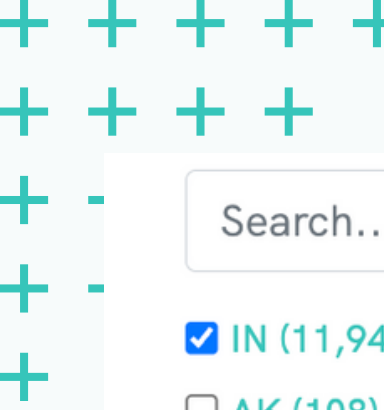
-

Search

colonoscopy

Search

CODE	DESCRIPTION	PROVIDER	AVERAGE PRICE	ALL RATES
CPT 45378 OP	DIAGNOSTIC COLONOSCOPY	IU Health West Hospital Indiana University Health	\$2,501.03	All Rates
CPT 45378 RC 761 OP	DIAGNOSTIC COLONOSCOPY	King's Daughters' Health Kings Daughters Health	\$977.57	All Rates
CPT 45378	Colonoscopy, flexible; diagnostic, including collection of specimen(s) by brushing or washing, when performed (separate procedure)	Scott Memorial Hospital LifePoint Health	\$950.63	All Rates
CPT 45378	Diagnostic colonoscopy	Kosciusko Community Hospital Community Health Systems	\$2,676.72	All Rates
CPT 45378	Diagnostic colonoscopy	Dupont Hospital Community Health Systems	\$1,909.16	All Rates



Search...

☒ IN (11,949)

☐ AK (108)

☐ AL (976)

☐ AR (691)

☐ AZ (1,052)

☐ CA (3,052)

☐ CO (288)

☐ CT (385)

Apply Filters

Geography (CBSA)

+

City

+

Service Type

+

Code

-

Search...

☒ CPT 45378 (11,949)

☐ CPT 45380 (11,912)

☐ CPT 45385 (11,723)

☐ CPT 44394 (4,100)

☐ None (4,051)

CPT 45378	Colonoscopy, flexible; diagnostic, including collection of specimen(s) by brushing or washing, when performed (separate procedure)	Union Hospital Clinton Union Health	\$4,273.61	All Rates ↗
Cash Price			\$4,051.13	
Cash Price				
List Price			\$5,787.34	
Administrative Concepts			\$5,787.34	
Administrative Concepts Inc				
Aetna			\$4,282.63	
Aetna Managed Choice				
Aetna			\$1,909.82	
Aetna Medicare				
Aetna			\$4,282.63	
Aetna NAP				
Aetna			\$4,282.63	
Aetna PPO				
Aetna			\$3,530.27	
Aetna Sony				



Preparing for payer data.

- Broader visibility
 - In-network negotiated rates
 - Out-of-network allowed amounts
 - Includes hospital rates, but also professional rates and all other care settings (ASCs, imaging centers, primary care clinic)
- Contract negotiations

COMING
SOON
July 2022



Where might price transparency data lead?

Potential to see convergence on prices for commoditized shoppable services + familiar price competition to other industries.

Pressure for simplicity

2021	2022	Future	Future
Labs, imaging and E&M	Commoditized, shoppable surgeries	Emergent care, cancer care	Complex inpatient episodes
Emergence of cash play players like MDSave. "Open aggregator" rates where providers offer one rate regardless of insurance discount. Increased price convergence.	Simplified payment arrangements where price variance is explained by quality, convenience and availability.	Care episodes that are difficult to project prior to the patient encounter. See the rise of benefits structures that abstract this variability from patient cost share.	Lack of change here as familiar insurance models protect against catastrophic, unplanned care.



Benchmarking and analysis.

Benchmarks				Export							
Commercial Price		List Price		Cash Price							
\$767.03		\$1,461.70		\$527.51							
Average from 39 providers		Average from 24 providers		Average from 24 providers							
● Minimum		\$149.00		Analysis							
● Median		\$705.00		Export							
● Maximum		\$1,418.00		Medicare Reference							
				317%							
				Average from 30 plans							
				High Provider Quality							
				\$717.18							
				Average from 25 providers							
				Average Provider Quality							
				\$642.86							
				Average from 3 providers							
				Shoppability							
				100%							
				Of the 39 providers qualifying for your demographics, 39 reported commercial rates for this service.							
				Rate Quartiles							
				Export							
				CODE	SAMPLE SIZE	PAYER CLASS	10TH	25TH	50TH	75TH	90TH
				CPT 70554	1430 Plans	Commercial	\$395.28	\$562.00	\$705.00	\$849.00	\$1,057.53



Data-powered contract negotiations.

CLEAR CONTRACTS / CONTRACT

Knee Arthroscopy - 776

Edit Details

CONTRACT TYPE: Single Case Agreement
PROVIDER: Example Health System
PAYER: Brandon's Health Plan

Signing

Edited 2021-11-08

Cover Sheet Language Rates Collaborators Review & Send

Included Services & Rates

Add and fill out the services included for this single case. Use our 'Benchmark' feature to get an idea of the rates in your area or for similar services.

Knee Arthroscopy				Edit
SERVICE	SERVICE TYPE	BILLING CODES	QUANTITY	BENCHMARK RATES
Anesthesia	Facility	00200	1	Explore Rates
Recovery Room	Facility	710	1	Explore Rates
Surgery	Facility	29881	1	Explore Rates



Comments

Chris Severn
Turquoise Health

Alright, fine, we'll do 130% of medicare.
Updated just now.
Feb. 1, 2022 11:21 a.m.

Arian Akhavan
Turquoise Health

Hey Brandon, excited to provide care for your member! Can you review the language and provide any redlines for

Email nobody about comment [Manage](#)

Save & Exit

Next

Add a comment...





Questions?

chris@turquoise.health