



# PAYER MARKET ANALYSIS (PMA)

## WHY PMA?

- Focuses on high-volume procedures for prioritization during contract negotiation periods
- Normalizes market data into HPS's proprietary Outpatient Service Groups®, enabling apples-to-apples comparisons by including all of the customary ancillary services that accompany each hospital.
- Supports continued price transparency efforts
- Delivered via a cloud-based dashboard
- Includes a system-wide roll-up analysis if applicable to client

## BACKGROUND

Although hospitals were required to publish their negotiated rates as of 1/1/21, CMS provided no standard export format.

**The result:** hospitals posted varying machine-readable files, ranging from simple chargemasters with gross charges to large JSON files with negotiated charges, and everything in between.

HPS uses artificial intelligence, machine learning and years of hospital revenue cycle experience to make sense of the machine-readable files, and provide valuable insights into how client's payer-negotiated rates compare to competitors

## Contact Us

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