

# Trisus® Medication Financial Management

Trisus Medication Financial Management helps you discover variances across purchases, reimbursement, and margin so you can effectively align procurement and payment activity to drive optimal pharmacy financial performance.

Trisus Medication Financial Management brings in actual reimbursement at the medication level alongside medication administration services such as infusions. Filter options provide deeper insight into payor remittance and patient responsibility amounts by HCPCS code, revenue code, and facility.



## Visibility into net reimbursement at the medication level

This information, combined with purchase history, allows pharmacy leaders to make informed, strategic decisions on the business of the pharmacy. Taking a new approach to pharmacy financials, you can quickly identify unexpected purchase and reimbursement variances, revise processes where change is needed in workflow, policy, or payor coverage, and take control of your revenue and expense budget targets.

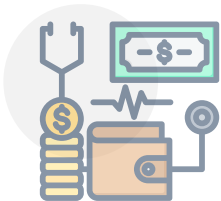


Hospitals experienced price increases in excess of 80% across different classes of drugs, including those for anesthetics, parenteral solutions, opioid agonists, and chemotherapy.<sup>1</sup>



### Pharmacy Budgets

Often second only to salary and benefits of a hospital's total expense. OP services continue to grow and contribute to costs, with Infusion Centers



### Medication Costs

Generally, pharmacy understands their costs well, but has limited insight to reimbursement, relying on financial reports which reflect percent of charge assumptions or gross charges



### Financial Insight

Management requires understanding both costs and revenue to strategically improve margins and positively contribute to hospital financial operations

## Customer Success



Mid-sized Hospital in the Midwest

Investigation uncovered an **ERROR** in the CDM



Units of service for a particular medication were billed with the incorrect multiplier

The team corrected the CDM & were able to attain additional reimbursements of



**\$300k/yr**

*Trisus® is the first thing I log into when I arrive, and it's **changed how I do my work every day.** In the past we would audit high dollar/high quantity drugs with a process based upon an excel spreadsheet that was used to compare a report from our PAS, the pharmacy purchasing file, and our fee schedules to verify reimbursement manually. This manual process took hours for a single drug!*

**- Revenue Cycle Supervisor**  
County-owned Hospital | Western United States

*...Trisus® Financial Management allows us to pull all of the data in one place and review in any way and at any level we need to make better decisions. For example, **with these solutions, we discovered that we were receiving 40% less than our negotiated rate on a \$56,000 per dose drug.***

1. <https://www.aha.org/system/files/2019-01/aha-drug-pricing-study-report-01152019.pdf>

#### About The Craneware Group

The Craneware Group (AIM:CRWL), the market leader in automated value cycle solutions, including 340B management, collaborates with U.S. healthcare providers to plan, execute, and monitor operational and financial performance so they can continue to deliver quality care to their communities. Customers choose The Craneware Group's Trisus data and applications platform as their key to navigating the journey to financially sustainable value-based care. Trisus combines revenue integrity, cost management, 340B performance, and decision enablement into a single, SaaS-based platform. Trisus Chargemaster secured top ranking in the Chargemaster Management category of the "2023 Best in KLAS Awards: Software & Services" and is part of an extensive value cycle management suite. The Craneware Group – transforming the business of healthcare. Learn more at [www.thecranewaregroup.com](http://www.thecranewaregroup.com).