



Save the Date - PDS User Group

We are excited to announce the PDS User Group on:

December 8th at 12:00 noon

Immediately following the Contract Committee at the HASC office in downtown LA
515 South Figueroa Street, 13th Floor

Guest Speaker

Darren Magness, an independent consultant, will offer his insights for negotiating with payers. His presentation will provide you with methods of using the PDS data to establish a market-based rate position when negotiating with health plans. Darren has recently negotiated numerous HMO hospital contracts using the PDS information to establish rate proposals to each health plan. You will learn how the PDS data can become one of your most important tools in increasing rates for your facility.

13 Critical Questions that PDS Can Help You Answer

Leslie Gold will introduce the new PDS handbook, "Using PDS to Prepare for Contract Negotiations", which will pull all of the important information you need to know about PDS at your fingertips. She will also discuss 13 critical questions that PDS data can help you answer right now. There will be plenty of time for questions and this forum is meant to be interactive.

Networking

Feel free to stay after the discussions to network with your peers. Come and share how you have used PDS with other users, and learn new ways to get the most of this valuable market data.

Schedule

12:00 Lunch will be served
12:30 - 1:30 Darren Magness
1:30 - 2:30 Leslie Gold
2:30 - 3:00 Networking

Please RSVP to Lydia Pacay at lpacay@hasc.org or 213.538.0720 and let her know if you will be arriving in time for lunch.



PDS is now on LinkedIn! Join our LinkedIn PDS User Group today by searching for "PDS User Group" from your LinkedIn account.

Thank you for your continued support.