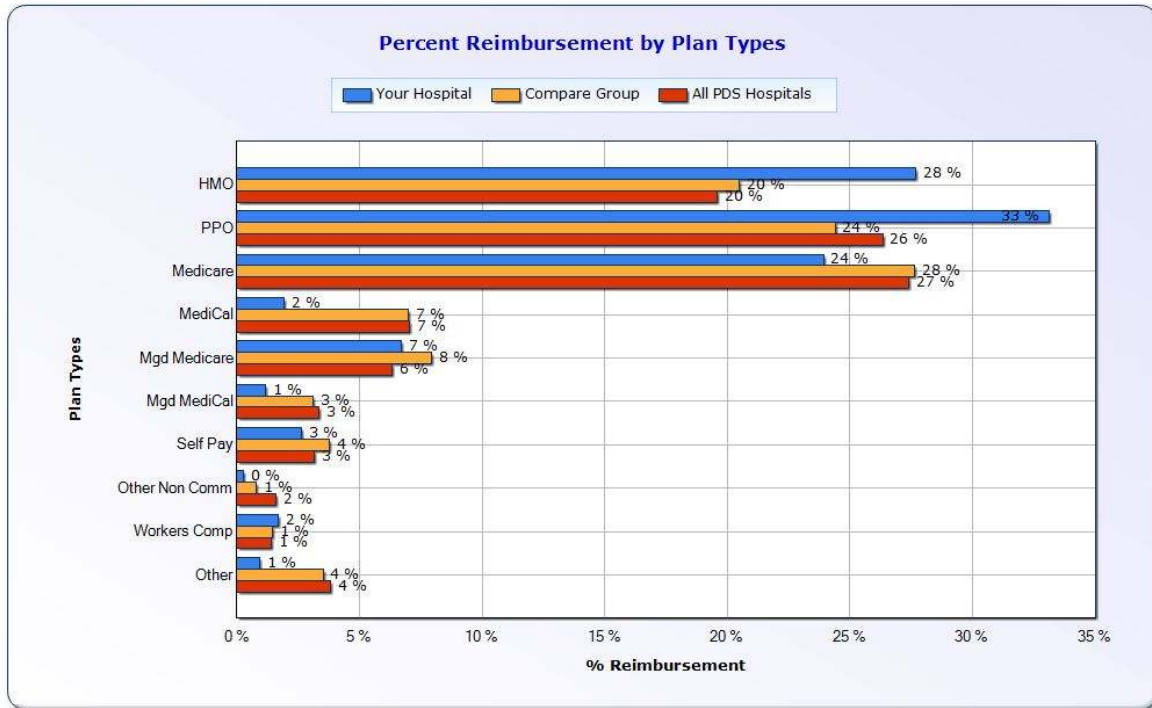


## PDS Can Help You Understand the Revenue Impact from the Shift to Medicare/MediCal Managed Care Plan

The PDS report, **Percent Revenue by Plan Type**, allows you to view your payer mix against your self-selected peer group. You can view current data, as well as run historic data to view trends. In the example below, we see that this hospital (blue bar) has more commercial business and less government revenue than their comparison group (orange bar).



We can compare this data to data from a prior time period to show market shifts.

Period (12 months ending)	Your Hospital			Compare Group		
	Medicare	Medicare Advantage	Total Seniors	Medicare	Medicare Advantage	Total Seniors
June 2010*	24%	7%	31%	28%	8%	36%
June 2009**	26%	4%	30%	28%	7%	35%

\*from graph above \*\* from prior year graph, not shown

In the example above, revenue from seniors as a percentage of total revenue increased for both this hospital and the compare group. However, this hospital saw a much more significant shift from Medicare to Medicare Advantage than the compare group. Given the differences in acuity, reimbursement, and length of stay between the two populations, the hospital needs to understand why Medicare Advantage patients are more likely to choose their hospital and plan accordingly. This same analysis can be done for MediCal patients.



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