

## Quest Health Enterprises (QHE) Overview

- Quest System is a software-based program that allows hospitals to reduce how much they increase patient charges annually while improving their cash flow.
- Quest System is a unique product that uses statistical analysis and indexing to enable hospitals to adjust pricing at the time of billing.
- Quest System allows the hospital to charge less and bank more.
- The hospital will see a reduction in contractual adjustments and an increase in cash. This means a hospital no longer has to implement large across-the-board price increases, while improving operational outcomes.
- Quest System is a copyrighted precision pricing and budgeting system that delivers more effective unit pricing results while meeting all current CMS, IRS, OIG, and HIPAA requirements.
- Quest System will not interfere with any current or future business system.
- None of the 109 hospitals that have licensed the Quest pricing software product have had compliance discrepancy issues.

## How Quest Works

The Quest software functions as a revenue enhancement device for outpatient and inpatient hospital services. It operates under the central premise that pricing strategy should be tied to the service acuity.

**Outpatient services:** Quest utilizes hospital specific data to develop pricing index values for each revenue code as a means to establish pricing strategy. Services are priced for a given revenue code based upon the pricing index values. This re-pricing occurs at the time the service is rendered and is uniform for all outpatients.

**Inpatient services:** Quest utilizes Diagnostic Related Groups (DRG) as a means to establish the pricing strategy. Quest prices services for a given DRG based upon acuity as determined by an analysis of average hospital charges by DRG by the hospital.

The Software uses a statistical model which analyzes current charge data and calibrates a price index for each acuity index for each DRG. These indices are calibrated by factoring, by revenue codes and DRGs respectively, average charges, average claims, case mix index, and contractals. These indices are then applied to the base charges for the services so that an overall revenue code and DRG price can be calculated.

Because the software is applied uniformly, it is completely payer-neutral and may or may not reduce specific charges based on the acuity assessment. This product does not cost shift.

**See how Quest can increase your cash and reduce contractals.**



Quest Health Enterprises  
**CHARGE LESS AND BANK MORE**  
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