

Tackle Your Uncompensated Care

Rise of Uncompensated Care

Uncompensated care presents a staggering fiscal challenge for hospitals and health systems

\$36.1B
in 2015

\$38.4B
in 2016, 2017¹

Healthcare is Expensive

7250%+
per capita increase
in the last 55+ years²

If food costs rose at this rate, you'd pay **\$48** for a **gallon of milk**³



What's Driving Up Costs?

- 1 Higher deductibles
- 2 Increased denials
- 3 Changing payer mix and shift to Medicaid

Patients are Paying More for Care

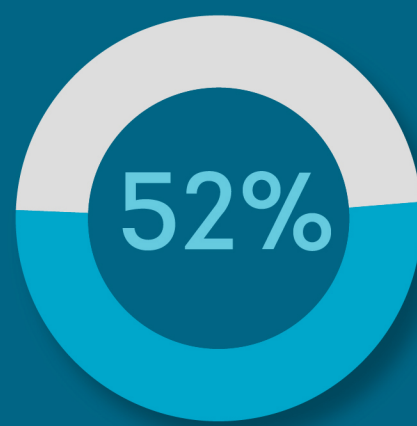
Patient balance after insurance has increased⁵

\$467 >> **\$781**
in 2012 in 2018
for patients with **commercial insurance**

\$144 >> **\$314**
in 2012 in 2018
for patients with **Medicare**

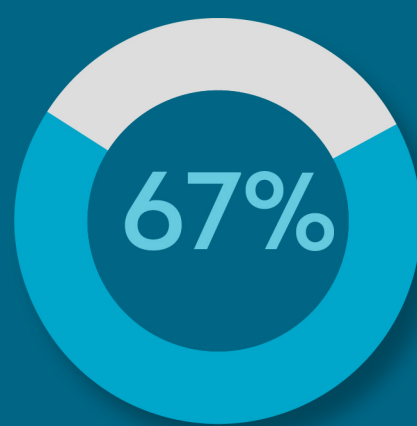


There's Money to be Recovered



of patients would pay **\$200-\$500 up front** with an estimate provided at point of service⁶

\$76.8B
from Medicare and Medicaid underpayments, up from \$68.8 billion in 2016⁸



of denials are recoverable and **90% are preventable**⁷

Maximize Your Reimbursements with TransUnion Healthcare

Our **solutions** have **helped offset** national uncompensated care by **2.5% annually**, representing

\$1 billion
in revenue recovered by our provider partners

Download our insight guide to learn how to better manage your reimbursement potential

We typically find about **\$2.15M** of **uncompensated care per year** for a mid-sized hospital⁹



¹ American Hospital Association, Uncompensated Hospital Care Cost Fact Sheet, January 2019, <https://www.aha.org/system/files/2019-01/uncompensated-care-fact-sheet-jan-2019.pdf>
² The National Health Expenditure Accounts, <https://www.cms.gov/research-statistics-data-and-systems/statistics-trends-and-reports/nationalhealthexpenddata/nationalhealthaccounts-historical.html>
³ NHE
⁴ Dark Daily, <https://www.darkdaily.com/because-of-expanded-numbers-of-patients-with-high-deductible-health-plans-patients-are-now-responsible-for-30-of-hospital-revenues-920/>

⁵ TransUnion Healthcare analysis, 2017
⁶ McKinsey & Company, <https://www.jpmorganchina.com.cn/jpm/pdf/1320610345938.pdf>
⁷ The Advisory Board, <https://www.advisory.com/research/Revenue-Cycle-Advancement-Center/at-the-margins/2014/12/denials-management>
⁸ American Hospital Association, Underpayment by Medicare and Medicaid Fact Sheet, January 2019, <https://www.aha.org/factsheet/2019-01-02-underpayment-medicare-and-medicare-fact-sheet-january-2019>
⁹ TransUnion Healthcare proprietary data