

**D**SH Management Solutions, LLC (“DMS”) is a hospital services organization for DSH, DSH-related and 340B management services. Our mission is to enable eligible public and private inpatient facilities to optimize their Federal and State Disproportionate Share (“DSH”) revenue and to qualify or retain/re-instate provider entitlement to the 340B Pharmaceutical cost reduction program.

Our approach expands the narrowly defined classic paradigm of DSH/340B management from retrospective Medicaid only to a comprehensive full-cycle oversight process that incorporates concurrent and prospective tools. This allows for coverage of not only Medicaid, but Medicare/SSI in addition to providing quantifiable measures to enhance



documentation of the financial impact of the community benefits provided by our clients. Our services and products go well beyond those provided by other companies, drilling deeper and broader to uncover opportunities for significant increases in hospital revenues and directly accretive expense reduction.

## **DMS SERVICES SPAN ALL POTENTIAL SOURCES FOR REVENUE GENERATION AND COST REDUCTION RELATED TO DSH AND 340B:**

### **DMS provides Full-Cycle DSH and 340B Revenue Management:**

- Provider and regional market share situational assessment based on a national Medicare cost report database covering every participating facility from 1996-2007
- Client-specific MDSS© system development, testing, and deployment and either DMS operation/maintenance or provider licensing and operation options
- Medicaid and Medicare/SSI DSH/340B appellate, as-amended, or as-submitted DVD-based deliverable product that is not subject to external audit adjustments
- 340B Pharmaceutical pricing program initial eligibility attainment, maintenance, and re-qualification if necessary
- Fiscal Intermediary/CMS representation, negotiation and settlement
- Title XIX supplemental revenue from In-State and Out-of-State recipients
- Medicare/SSI and Medicaid concurrent membership management
- Mid, Pre or Post, Medicare Cost Report Audit Assistance
- Expert witness services to prepare for and testify at PRRB hearings
- Prospective identification of potential Title XVI members and Medical Groups with DSH-favorable patient demographic census.

### **DMS produces results:**

1998-2007 efforts to date have resulted in identification of more than 40,000 additional Title XIX eligible days and 6,000 Medicare/SSI

days, generating more than \$20 million in additional current and deferred DSH revenue for our clients.