

JOSE BERASAIN



1575 Delucchi Ln suite 204
Reno Nevada 89502
775-825-3660
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Curriculum Vitae

Business Address: 1575 Delucchi Ln suite 204
Reno Nevada 89502
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Education

University of Nevada Reno
Bachelor of Science
Managerial Science
College of Business Science
Graduation 1977

State of Nevada
Medical Technologist Certification
Reno Nevada
Certification 1975

Washoe County Adult Education Program
Surgical Technician Certification
Reno Nevada
Certification 1966

Professional Experience

Departmental Redesign
CDM Cross Walking
Pricing Strategies
Lost Charge Recovery

Master CDM Development
Expert CDM Reviewer
Rebasing Pricing Modeling
Operational Improvement

The work that I have performed as a healthcare consultant has been to determine:

- ✓ Pricing strategies followed by healthcare providers,
- ✓ Evaluated pricing strategies to ensure that prices for like services are priced consistently if using same resources from a compliance point of view,

- ✓ Identified for numerous healthcare providers departmental variances associated with services rendered,
- ✓ Have assisted healthcare providers establish patient charges using consistent and supportable methodologies,
- ✓ Created software that include models to simplify pricing and charging for healthcare providers,
- ✓ Have conducted market assessment analysis to determine pricing sensitivity and ranking within selected marketplace,
- ✓ Have been involved in using various rate setting strategies using multiple mathematical models,
- ✓ Been involved in the development of pricing formulas for supplies and pharmaceuticals based on cost and average wholesale data,
- ✓ Worked in numerous engagements related to providers' price files used for billing for services.
 - Well versed in billing requirements of the various payors in the industry,
 - Knowledgeable of usual and customary rate structures,
 - Familiar with compliance ramifications associated with improper billing of services,
 - Familiar with problematic system applications associated with pricing and billing

My clinical expertise and experiences associated with operational related issues dealing with electronic billing, managing of price files and systems connectivity within healthcare institutions allow me to assess the appropriateness of prices associated with services and goods provided by healthcare providers.

Led more than 300 successful CDM reviews, departmental charge redesign, strategic pricing, procedure price setting, developing pricing formulas, lost charge recovery engagements and completed the development of Master CDM for hospital systems. Past and present clients include Tenet Health, Community Health Systems, Sutter Health, Catholic Health West, Banner Health, Iasis Healthcare, Renaissance Health and others in Nevada, California, Florida, Louisiana, Arizona, Texas, Alabama, Indiana, Kentucky, Virginia, South Carolina, North Carolina, New York, Kansas and Washington DC.

Identified significant reimbursement underpayment due to improper billing practices for hospitals through the US - > \$15 million- created internal processes to eradicate lost charges and incorrect identification of managed care exclusions

PROFESSIONAL MEMBERSHIPS

American Healthcare Financial Management Association

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Rate Sheet for Professional Services

Mr. Berasain's Standard Rates:

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|------------------------------------------------------------------------------------------------------------------------------|----------|
| 1. Case work including review and research, consultations, analysis and preparation of documents and data, travel time, etc. | \$150/hr |
| 2. Testimony Time | \$150/hr |
| ➤ Deposition: beginning at scheduled deposition time | |
| ➤ Trial (including wait and meeting time) | |
| ➤ Arbitration (including wait and meeting time) | |

All cases

- | | |
|-----------------------------------------|-------------|
| 1. Expenses : | as incurred |
| 2. Retainer (unless otherwise arranged) | \$500.00 |

Terms: Invoices due upon receipt