# Meeting Notes – Healthcare Pricing Working Session (June 10, 2022)

## Agenda

1) FY23 planning timeline; 2) Top account renewal calendar; 3) Disruption-era pricing actions; 4) Messaging discipline.

## Key Points

FP&A requested clarity on whether to model rollback scenarios; consensus leaned toward churn/retender sensitivity instead.

Sales highlighted Alpine Medical as uniquely sensitive: procurement indicated downstream hospital tenders require stable pricing, and any attempted reversion could trigger a retender event.

Legal reiterated external documentation should remain disruption-framed; internal baseline can reflect commercial expectations but should avoid ‘reset’ language.

## Actions

Pricing Ops to update exception log; FP&A to finalize baseline workbook; Legal to circulate language guidance.

CONFIDENTIAL – Synthetic demo document for AIDE.