# FP&A Close Notes – July 2022 (Healthcare Segment)

## Summary

Healthcare segment revenue tracked slightly above plan driven by stable volumes across top IDNs. Gross margin remains pressured due to disruption-era pricing actions embedded in certain strategic accounts.

## Key Variance Drivers

Northstar Health: in line with CPI escalator.  
Meridian IDN: favorable mix; repricing discussions expected Q4.  
Alpine Medical: revenue in line with plan; modeled at revised post‑June pricing as planning baseline. No rollback assumed in base case; sensitivity captured via retender scenario.

## Notes

Ensure narrative alignment between forecast assumptions and customer-facing materials. Legal has requested avoiding ‘reset’ terminology in internal commentary.

CONFIDENTIAL – Synthetic demo document for AIDE.