



Integrating Clinical and Financial Processes and Data to Drive Revenue Integrity

nThrive Speakers Bureau // Sample Presentation

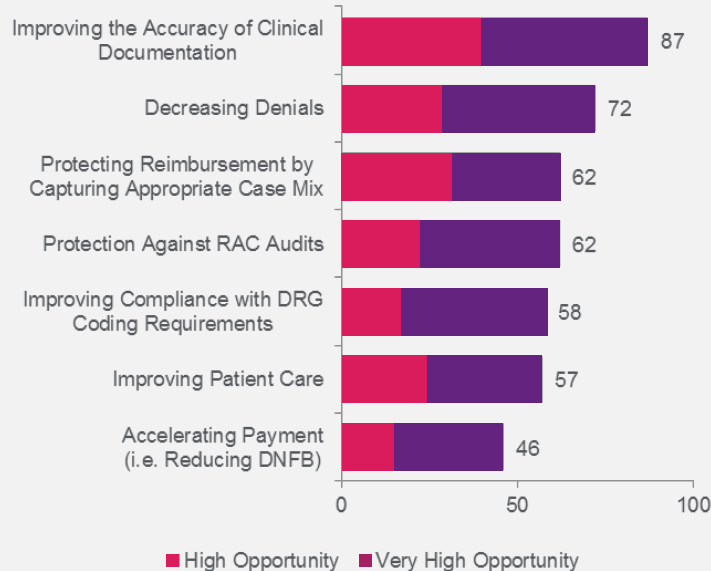




Agenda

- Introduction
- Regulatory Issues impacting healthcare
- What is Revenue Integrity?
- What is Denials Management and strategies to prevent downstream revenue cycle problems?
- Health Information Management and the Link to Revenue Integrity
- CDI link to Quality Measures, Care Coordination, Revenue Integrity and Denials Prevention
- Meaningful metrics to better manage outcomes through ongoing data driven CDI practices

How does Health Information Management Link to Revenue Integrity?



Current Issues

- Accuracy of Clinical Documentation
- Re-Admission Risk Management
- Lack of insight into complications of care metrics
- Accurate capture of complicating conditions
- Lack of traceable documentation
- Denials Mitigation
- Resource Redundancy

Graph Source: HFMA's Executive Survey: clinical Documentation Meets Financial Performance

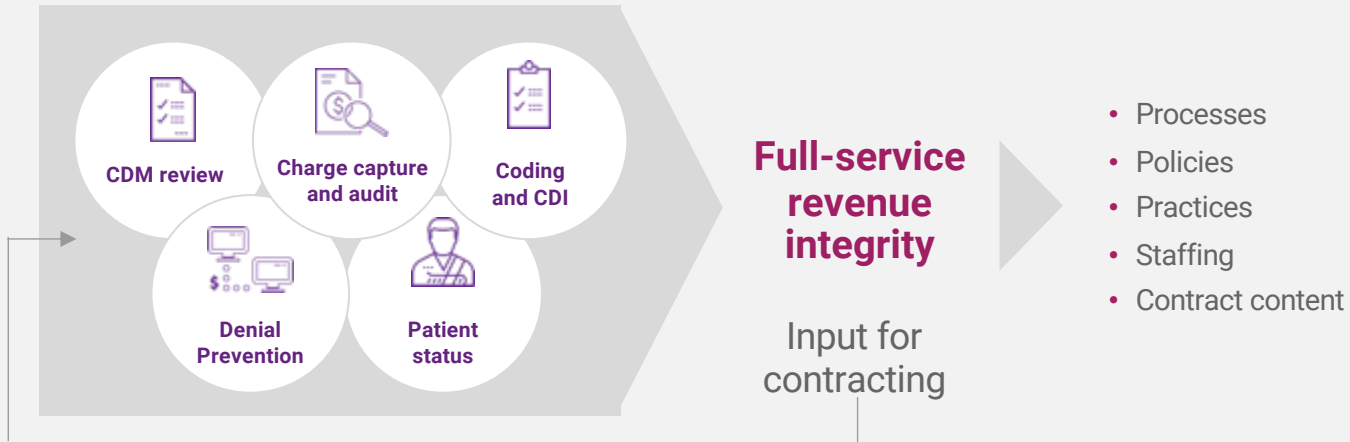
The Key to Revenue Integrity



Revenue Integrity

Program to recognize the full value of every patient encounter

REAL IMPACT: Turn data into information, apply to improvement initiatives



What does Success Look Like?



Aspirations

- Denial Mitigation through clinical excellence
- Capture every entitled dollar
- Drive early adoption of Middle Revenue integration



Improving performance by:

- **Improving the integrity of clinical documentation and accuracy of coded data**

- > 98% Coding Accuracy
- Documentation Turnaround Times
- 100% of initial reviews with follow-up reviews
- Query Rate <40%
- Physician Response Rate >90%
- Avoidable Days Reduction >20%
- Reduce ALOS by 0.5 day across all inpatient discharges and payers
- Reduce HAC Penalty by 1%

Reduce duplicate clinical record reviews and data abstraction by:

- **Delivering data to be shared across the Revenue Cycle**
- **Drive Clinician Engagement**
- **Integrated capabilities delivered to push data analysis and quality review to a concurrent process supported by Analytics and Machine Learning**

Operational Metrics and Monitoring Data

Data monthly analysis of trends and outcomes

Case Mix Index

Medical, Surgical, and Overall

Compare month over month and year over year

Review with exclusions to determine true impact of CDI

Query Rate

Develop monthly dashboards including data to reflect Medical Staff compliance with admission policies and practices

Physician Response Rate

Agree

Disagree

No Response

MCC and CC Capture Rate

Comparison to MedPar and other hospitals

Top Queries and DRGs



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