



CLINICAL REVENUE INTEGRITY

SERVICE AREA OVERVIEW

3-5% Lost Revenue

Lost charges, due in part to insufficient clinical documentation and inaccurate coding, cause hospitals to lose 3-5% of their revenue each year.

Source: HFMA

\$125 Billion

Doctors in the U.S. leave approximately \$125 billion on the table each year due to poor billing and coding practices.

Source: Healthcare Business & Technology

The Link Between Clinical Quality and Increased Reimbursements

Improve coding and documentation to achieve a strategic revenue advantage

The considerable complexities surrounding government mandates and the migration to value-based payment models are major concerns for today's hospitals, health systems and physician executives. These industry changes influence medical necessity determinations, clinical documentation specificity, coding accuracy and charge capture processes, which can have downstream impact to the bottom line. Failure to stay ahead of ever-changing regulatory requirements could lead to billing errors and reimbursement delays. Ongoing Health Information Management (HIM) training and education is essential to maintaining standards and building strategic advantages in light of today's heightened coding and documentation guidelines and expectations.

Drive accurate reimbursement and better outcomes

Conifer Health's Clinical Revenue Integrity solutions serve as your foundation for successful care coordination and payment accuracy. Our American Health Information Management Association (AHIMA) and American Academy of Professional Coders (AAPC)-certified trainers and credentialed HIM consultants, combined with peer-to-peer training and education, will help foster an environment of continuous improvement and best practices. Whether you are in need of support for facility-based or specialized professional fee billing, we provide the necessary personnel, solutions and expertise to help you capture the revenue to which you're entitled and improve care delivery.

We can help you:

- Align your coding and documentation to evolving ICD-10 standards
- Improve quality reporting, resulting in reduced denials and delays
- Identify opportunities for ongoing support and improvement initiatives
- Improve specificity of clinical documentation to support accurate code assignment
- Increase clean claim submission rates to improve cash flow and achieve faster payments



Solutions

First-Level Admission Utilization Reviews

- Expert screening for medical necessity
- Around-the-clock InterQual® certified trainers and licensed nurse reviewers as a seamless extension of your staff
- Real-time and monthly reporting to help identify trends in admissions, services ordered and reimbursement

Coding Services

- Comprehensive facility and professional fee coding management and audit services
- Focused DRG audits to verify that revenue matches services provided
- Standardized metrics with benchmarking capability to manage DNFC/DNFB
- Master Patient Index management to support the integrity of your clinical and financial operations

Clinical Documentation Improvement

- Monitoring, reviews, audits and opportunity planning to help ensure documentation is complete and specific
- Onsite physician-to-physician education and ongoing training delivered by HIM professionals
- Real-time concurrent review, eliminating the need to revisit clinical documentation when clarification may be challenging
- Focus on Severity of Illness (SOI), Intensity of Service, and Risk of Mortality (ROM) to strengthen quality data

Charge Integrity

- Analyze current Charge Description Master (CDM) and help identify opportunities for process improvement for accurate revenue recognition, productivity and utilization reporting
- Support appropriate charge capture and clean claims billing practices, to limit payment delays and reduce claim denials
- Track charges and volume to support planning of new or additional services

Why Conifer Health?

PROVEN HIM EXPERTISE

Extensive Health Information Management experience, including Registered Health Information Technician (RHIT), Registered Health Information Administrator (RHIA), Registered Nurse, and Certified Coding Specialist.

CERTIFIED COMPLEX CODING PROFICIENCY

AAPC- and AHIMA-certified staff members for every major coding specialty.

EXPERIENCE

Three decades of experience helping clients accelerate their revenue cycle and profitability with greater code quality and reimbursement accuracy.

FLEXIBLE SOLUTIONS

The right level of support and resources to fit your needs: onsite, offsite, offshore or blended engagements.

Conifer Health helps organizations transition from volume to value-based care, enhance the patient experience and improve quality, cost and access to healthcare.

Hospitals & Health Systems
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Physician Groups
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Employers
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