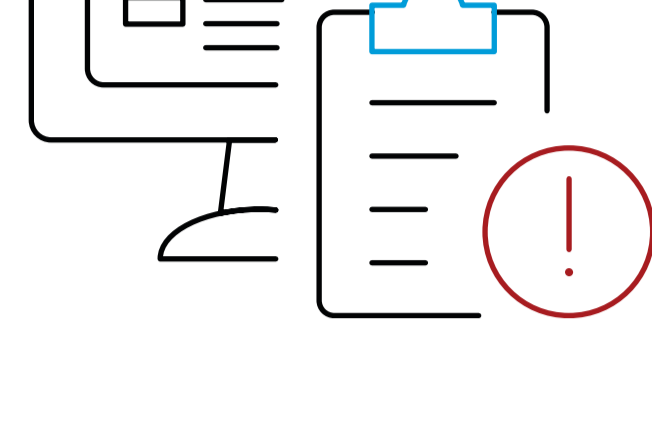




TRANSFORM MID-CYCLE CHALLENGES INTO REVENUE OPPORTUNITIES

Effective mid-cycle processes can optimize reimbursements, elevate productivity, and drive down costs—all vital for a healthy bottom line.

SIX TOP MID-CYCLE CHALLENGES



- Poor quality coding
- Incomplete or inaccurate medical record documentation
- A lack of team performance and accountability
- Inadequate high-risk charge capture
- Rising labor costs and vendor spend
- Inadequate charge integrity

Mid-Cycle best practices

- Focus on **ELEVATING THE COLLECTIVE TEAM SKILLSET** through recruitment and retention of top talent or through outsourcing partnerships.
- Implement technology to **AUTOMATE MID-CYCLE OPERATIONAL PROCESSES**, reduce errors, and eliminate manual processes, which can free up staff time to focus on other tasks.
- Establish **CLEAR POLICIES AND PROCEDURES** to ensure all team members are following the same guidelines, which can improve quality and consistency.
- Implement **ONGOING TRAINING AND EDUCATIONAL PROGRAMS** to help team members achieve and maintain mid-cycle expertise.
- Continuously **MONITOR MID-CYCLE PERFORMANCE** to identify problematic trends and opportunities for improvements.

Health systems partnering with Conifer Health have achieved:

8%	7%	10%
improvement in coding quality, exceeding the industry standard	improvement in Medicare Case Mix Index (CMI) capture	improvement in commercial payer CMI capture
24%	\$75M	\$10M
improvement in CDI staff productivity	identified in charge errors caused by unsupported clinical documentation	in material late charges identified before month-end close



Significant reductions in third-party audits and findings



Conifer Health can help

Conifer Health optimizes every stage of a provider organization's revenue cycle through proven methodologies, repeatable processes, flexible technologies, and measurable performance.

17M+	\$25B+
patient interactions	net patient revenue managed
\$22B+	5M
medical management spend	lives supported through our health management services

YOU CARE FOR PATIENTS. WE CARE FOR YOUR BUSINESS.