

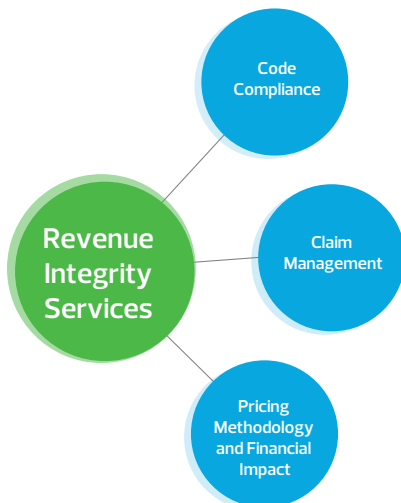
THE POWER OF BEING UNDERSTOOD

REVENUE INTEGRITY SERVICES

The U.S. health care industry is currently undergoing monumental changes as a result of health care reform. Organizations are required to move away from a utilization-based health care system to a patient-centric, outcomes-based health care structure. As a result of this transition to patient-centric care, organizations will continue to see further scrutiny on coding compliance, which will be used to support the payers' ability to monitor an outcomes-based system. Additionally, organizations will continue to see declining net revenues associated with the traditional utilization-based system, as financial performance will be directly linked to care outcomes. Coding compliance and declining net revenues are not new to organizations; however, in both the pre- and post-health care reform environment, both take on renewed importance to the financial profitability and sustainability of health care organizations.

How can we help?

At RSM, our revenue integrity services are designed to support providers with coding compliance, claims management and price setting methodology while protecting gross and net revenue streams along with adherence to contractual obligations.



Within coding compliance, our solutions support inpatient (DRG/ ICD10), outpatient (CPT/ HCPCS), coding and charging accuracy. Charge description master (CDM) maintenance and updates ensure compliance with regulatory guidelines and principles. Chart and claims reviews to validate coding and documentation accuracy. Since coding has a direct correlation to gross and net revenue, our primary goal is to ensure compliance, accuracy and financial opportunity.

In the middle, our revenue integrity solutions address claims management. Since we understand the up-front (dropping a timely clean claim in the business office) and back-end (financial reimbursement and contractual), we are able to use chart and claim testing reviews to provide coding guidance, process improvement, education and financial impact solutions to your claims management.

Within price setting, our solutions support market competitiveness, service level cost analysis or development and net revenue identification. We work with our clients to evaluate their current price setting methodologies (general procedures, supplies, pharmaceuticals) and improve their CDM procedure-level pricing for services while maximizing financial opportunities (cost management and reimbursement) from the supplies and payers.

Our revenue integrity services include:

Coding compliance

- Charge description master review
- Charge capture review
- Chart review
- ICD10 assessments and translation
- Coding education

Claims Management

- Claims Reviews – testing includes:
 - Eligibility – member and provider
 - Benefit level
 - Coding sample
 - Reimbursement

Pricing

- Market assessments
- Price setting methodologies for general procedures, supplies and pharmaceuticals
 - Cost, Market and Strategic-based pricing
- Gross and net revenue modeling

Your benefits

Led by specialists with a deep understanding of health care reform compliance and industry needs, our RSM team provides clients the following under the revenue integrity services umbrella:

- Coding compliance to Medicare's billing standards and requirements
- Coding that accurately reflects the level of care being provided to patients, which directly leads to increased charge capture and net revenues
- Pricing for services that are reflective of both the level of care being provided, along with the cost of providing such care
- Understanding market competitiveness and ability to increase prices within reasonable levels, while managing consumer concerns
- Financial and contractual management to support and protect net revenue stream beyond Medicare, but also extended to the private payor environment
- Increased net revenues to the bottom line

Can revenue integrity services help your organization?

If these questions resonate with your organization, our team can help. Contact us today.

- When was the last time your organization conducted either a coding compliance, claims review or pricing review?
- As you enter into your budget period, have you considered the many coding changes that will impact your net revenue going forward?
- Do you have compliance concerns related to the accuracy of your coding?
- Are your claims submitted to your payers capturing all services performed?
- Are claims being correctly reimbursed based on your negotiated contractual terms?
- Are your prices reflective of your position in the market, or do you have opportunity to be more competitive?
- Are the costs associated with providing services reflective in your current prices and price-setting methodology?
- Do you have contractual opportunities to gain net revenue based on the appropriate pricing of strategic services?

+1 800 274 3978

www.rsmus.com

This document contains general information, may be based on authorities that are subject to change, and is not a substitute for professional advice or services. This document does not constitute audit, tax, consulting, business, financial, investment, legal or other professional advice, and you should consult a qualified professional advisor before taking any action based on the information herein. RSM US LLP, its affiliates and related entities are not responsible for any loss resulting from or relating to reliance on this document by any person. Internal Revenue Service rules require us to inform you that this communication may be deemed a solicitation to provide tax services. This communication is being sent to individuals who have subscribed to receive it or who we believe would have an interest in the topics discussed. RSM US LLP is a limited liability partnership and the U.S. member firm of RSM International, a global network of independent audit, tax and consulting firms. The member firms of RSM International collaborate to provide services to global clients, but are separate and distinct legal entities that cannot obligate each other. Each member firm is responsible only for its own acts and omissions, and not those of any other party. Visit rsmus.com/aboutus for more information regarding RSM US LLP and RSM International. RSM® and the RSM logo are registered trademarks of RSM International Association. *The power of being understood®* is a registered trademark of RSM US LLP.