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Major Revenue Loss Projected for Hospitals and Physicians

Education and Readiness Testing

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Objectives



What is ICD-10?

Why is it so important?

What can we do for you?

What is ICD-10?

International Classification of Diseases – 10th Edition

ICD-10-CM = diagnosis codes used in all clinical settings

ICD-10-PCS = procedure codes used to report hospital inpatient procedures

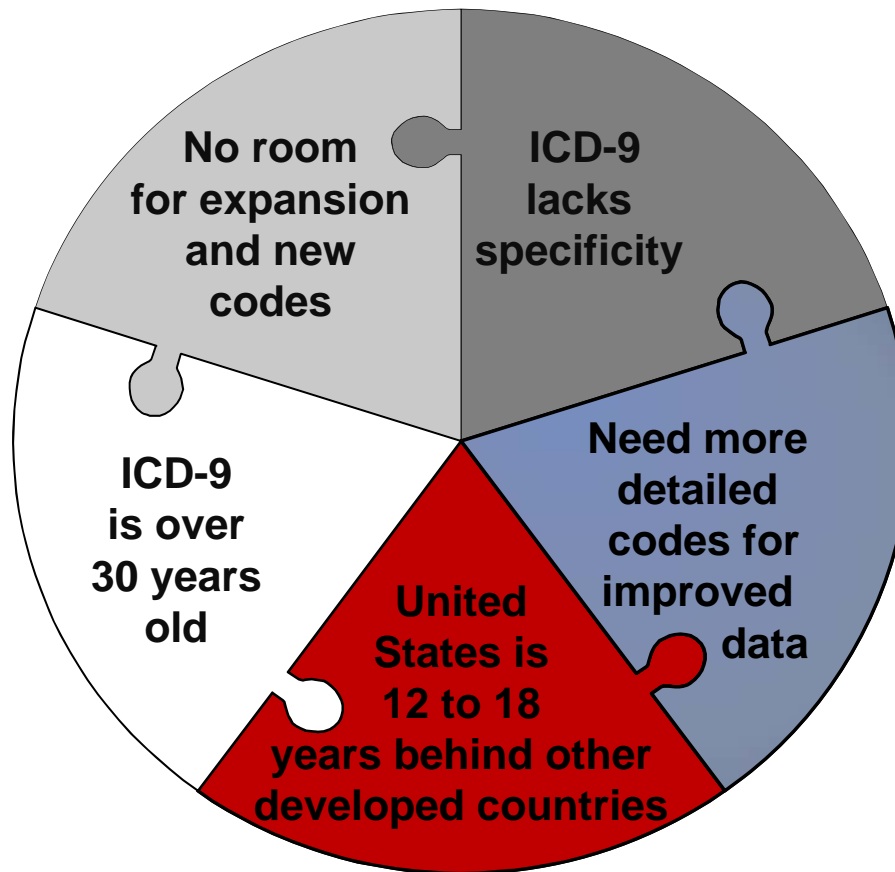
Diagnosis Code Changes

- **ICD-9-CM**
- Currently **14,000** codes
- **ICD-10-CM**
- Changing to **68,000** codes

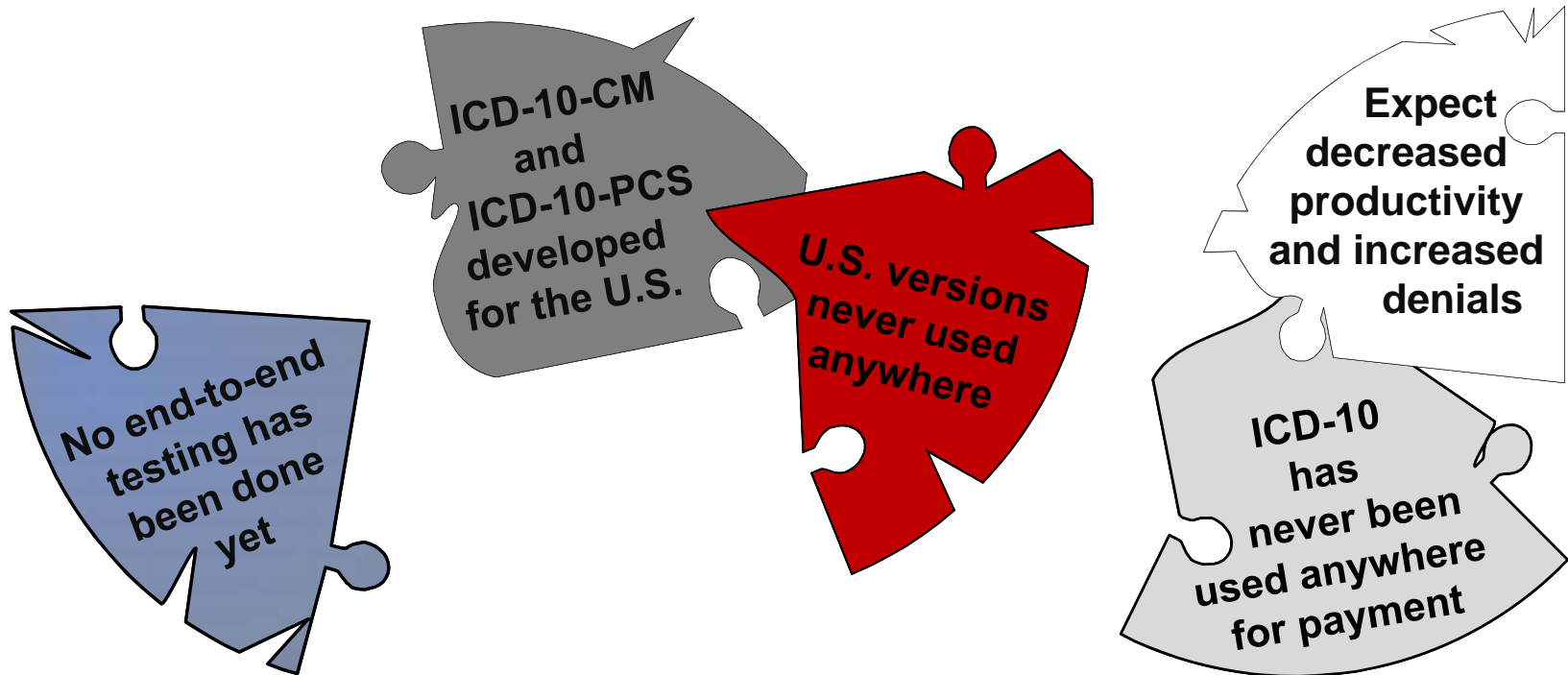
Procedure Code Changes

- **ICD-9-CM**
- Currently **4,000** codes
- **ICD-10-PCS**
- Changing to **87,000** codes

Why ICD-10?



Why is this important?



Medical Group Management Association recommends organizations “stockpile” **one year of income** in anticipation of revenue cycle disruption

When does it start?

October 1, 2014 12:00 AM

ICD-10
Wake-Up Call!

What's the Big Deal?

Physician are being tracked

Documentation is Insufficient

Complexity of Care is Not Captured

Severe Loss of Hospital Revenue



Impact on Revenue

DISCHARGE SUMMARY

DIAGNOSES

- Rapid Atrial Fibrillation
- CAD
- Anemia
- Ventricular Arrhythmias

DISCHARGE SUMMARY

DIAGNOSES

- ✓ Syncope felt Secondary to Ventricular Tachycardia
- ✓ Ventricular Tachycardia – documented by telemetry strips
- ✓ Paroxysmal Atrial Fibrillation – documented by ECG
- ✓ Coronary Artery Disease – documented by left heart cath
- ✓ Heart Failure – documented by Echo EF% of 40 and BNP of 357
- ✓ Mild Aortic Insufficiency – documented by Echo)
- ✓ Mild Tricuspid Insufficiency – documented by Echo
- ✓ Long QT interval – documented by ECG
- ✓ COPD – documented by the Pulmonary Emboli CT scan
- ✓ Left Pleural Effusion – documented by CT scan
- ✓ Anemia – documented by CBC
- ✓ History of prior AAA – documented by CT scan
- ✓ Carotid Artery Disease and History of Prior CEA – documented by exam and H&P

Conservative Estimate

\$2,000 per discharge

x 10 discharges per day = \$20,000 per day

x 30 days per month = \$600,000 per month

x 12 months per year = \$7.2 million per year

\$20,000 x 365 days = **\$7.3 million in lost revenue**

What IHS has to offer

ICD-10 Readiness Assessment for Practices or Hospitals

- Provider chart reviews for documentation changes needed
- Assessment of all processes, systems, and reports affected
- Review training needs for physicians and staff

Physician-led training for providers led by James Dunnick, MD

- Board Certified in Internal Medicine and Cardiology
- Board Certified National Quality and Utilization Group
- Certified Professional Coder
- Nationally published and experienced speaker
- Electronic health record and E/M expertise

Staff training led by AHIMA approved ICD-10 trainers

- Online basic awareness training module for physicians and staff
- Instructor-led coder training by specialty
- Experienced and certified coding instructors

Contact Us!

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- Board Certified Internal Medicine
- Board Certified Cardiology
- Certified Professional Coder
- Board Certified National Quality and Utilization Group
- ICD-10 and E/M Training for Physicians and Staff

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- ICD-10 Readiness Assessments
- ICD-10 and E/M Training for Physicians and Staff
- Payment and Financial Services
- Billing and Coding Audits and Reviews
- Medical Practice Management