

Care Management Solutions

Bridging Patient Care and Health Economics

Actual Client Examples

Community Hospital

(750 discharges per month)

Executive Level Planning

***Oncology, Pulmonary Medicine and Gerontology “Partners in Care”
Point of Service Care Management Redesign***

- ❖ Increased Medical Staff Satisfaction
 - ❖ Downward trending ICU ALOS
- ❖ \$400 Decrease in Medical/Surgical Cost per Case
 - ❖ Total Cost Savings \$200,000 per Quarter

Urban Teaching Hospital

(800 discharges per month)

Access Management

***Concurrent Coding and Documentation
Medical Staff Education and Relationship Building
Denial Management***

- ❖ 656 Incremental Admissions
- ❖ \$100K/month Case Mix Impact
 - ❖ \$2.4 Million A/R Impact
 - ❖ +25% Decrease in ALOS
- ❖ \$3,000,000 annualized revenue increase

Tertiary Medical Center

(3, 000 discharges per month)

***Concurrent Coding and Documentation,
Care Management — Care Delivery Integration
Patient Access Center***

- ❖ Uncoded I Unbilled AIR .8 Days
 - ❖ Inpatient Operating Margin Turnaround
- ❖ 8-10% of Concurrently Coded Cases Optimized
 - ❖ Downward trending ALOS
- ❖ On target for Revenue impact of \$2.5 Million annually