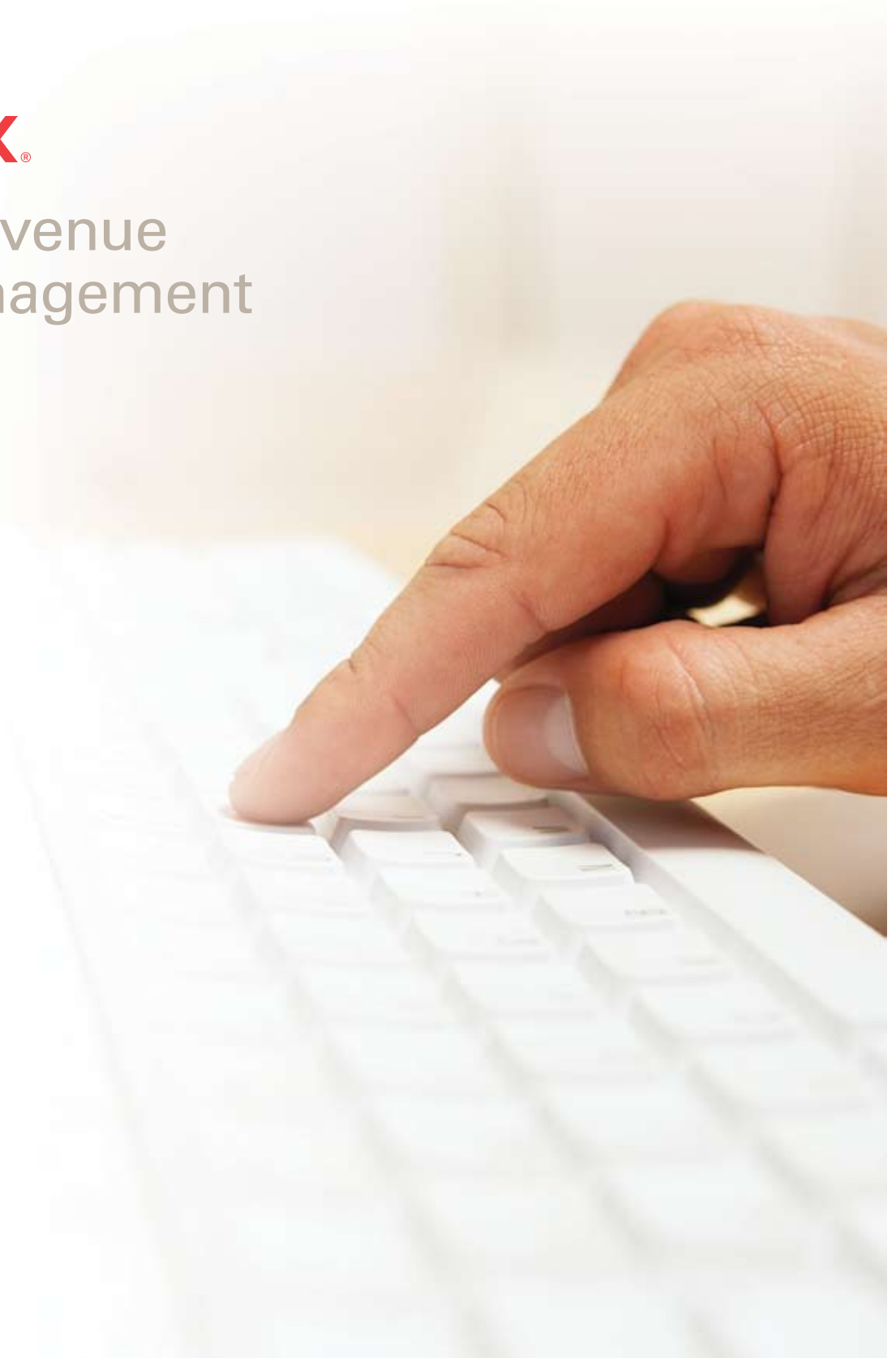


INGENIX[®]

Facility Revenue Cycle Management





Challenges

Improper coding and billing costs the industry billions of dollars each year. These errors place organizations at risk for audits and fines and may reduce revenue at the same time.

Slow turnaround. Time-consuming error checks. Undercoding. All of these contribute to coding backlogs that delay payments and impede cash flow. Increasing productivity among those responsible for the revenue cycle accelerates coding turnaround and minimizes the lag time between patient encounter and payment.

Ingenix revenue cycle management solutions leverage state-of-the-art technologies to provide facilities and hospitals with unprecedented control over their coding, compliance, and reimbursement processes. These easily employed solutions improve billing accuracy and compliance by connecting the enterprise to centralized tools, data, and knowledge resources. The result is an optimized revenue cycle that enables hospitals to:

- Achieve more accurate, complete, and compliant coding and increase coding productivity
- Receive accurate reimbursement so organizations get paid appropriately for all the care they deliver
- Reduce rejections that delay payment by editing and verifying claims before submission
- Improve compliance levels to reduce risk and the potential of fines and audits
- Increase connectivity among hospitals and payers

Ingenix Web-based encoding solutions give hospitals added flexibility and improve coding accuracy to reduce rejections and avoid undercoding. The result is reduced administrative costs and expedited claims payment.

By streamlining the management of your revenue cycle, your organization can:

- Improve coding turnaround by 60 percent*
- Decrease coding backlogs by up to 80 percent*
- Move error checking and other traditional post-billing processes upfront
- Reduce undercoding to maximize reimbursement
- Take a more assertive stance on fair and accurate payment
- Connect directly with your most significant trading partners
- Eliminate regulatory content update hassles and boost compliance

**Statistics are based on past client performance and deemed reliable, but are provided here for illustrative purposes only. Your actual financial performance may vary.*

Hospital Revenue-Cycle Management: Best Practices vs. Reality

Measurement	Benchmark	Reality
Average accounts receivable days	Best practice: Less than 52 days	National average: 76 days
Bad debt	Best practice: Less than 2%	National average: 5%–6%
Claim denials	Best practice: 2%–3%	National average: 15%–20%
Days cash on hand	60-plus days are needed for high financial rank	Less than 20 days for most hospitals

Source: Ingenix customer experience

Transaction Manager™ offers rapid, rich, and transparent electronic transaction exchange with your payers. Models show that a provider exchanging 1.5 million transactions annually could save over \$130,000 per year in transaction costs—55% or more.†

1. Web.Strat™

Extend coding, compliance, and reimbursement management tools to users no matter where they may be working—even a remote location.

2. Ingenix ClaimsManager Facility™

Edit claims before submission to reduce denials, decrease rejections, and shorten accounts receivable cycles to generate substantial savings and boost productivity.

3. Ingenix TransactionManager™

Accelerate revenue through electronic claims submission and direct connections, allowing you to increase administrative efficiency.

Solutions

Web.Strat currently is the premier web-based product supporting both book- and logic-based encoding, making it the clear choice for users of all experience levels and coding style preferences. Web.Strat is an ideal solution for organizations seeking to expedite reimbursement and streamline operations by utilizing remote coding. Its web-based design enables intranet or ASP deployment, which allows the same coding policies and guidelines to be followed by every staff member, eliminates inconsistencies, and reduces compliance risks. A desktop version of Web.Strat has similar encoding functionality. Web.Strat also includes an extensive clinical reference library comprising both public and proprietary knowledge.

† Model is based on a hospital that exchanges 1.5M transactions per year of which 525,000 are claims. Cost of sending 80% of transactions direct and 20% through clearinghouses is compared with cost of exchanging all transactions through a clearinghouse. Costs of TransactionManager product are incorporated into savings estimates. Calculations are available upon request. This model is not a performance guarantee. Your savings may vary.

Ingenix ClaimsManager Facility is a front-end clinical editing tool that offers a customizable rules engine, accompanied by robust database editing functionality. Coding resources within ClaimsManager Facility include information from multiple industry sources, including CMS, specialty organizations, and Ingenix. A distinguishing feature of the tool is its Rules Creation Manager, a function that affords organizations the flexibility to deal with ever-changing payer policies.

TransactionManager serves as a single, central point of control for all your EDI transaction routing and monitoring. It increases your administrative efficiency by eliminating the need to make multiple translations or validation points. This simplification of clearinghouse impediments makes it possible to track and balance in a better, more dependable way than ever before.

Results

Faster exchange of eligibility and claims information clears the way for faster remittance. Instantaneous electronic submission of individual claims eliminates batch rejections while significantly increasing first-pass rates. By submitting claims directly to payers, you can dramatically reduce third-party clearinghouse fees. Besides accelerating your revenue through electronic claims submission and direct connections, Ingenix solutions allow you to increase your administrative efficiency.

Curb expensive, time-consuming rejections and denials by addressing their primary source—eligibility. Generate an eligibility transaction for every prospective patient: either identify a valid payer or make appropriate payment arrangements with self-pay patients.

Ingenix offers enterprise content management solutions to improve compliance. Accessing regulatory content from a centralized source—as opposed to having content installed on each desktop—helps coders use up-to-date data, which prevents coding errors and increases compliance. Utilizing Web services allows hospitals to publish content quickly and easily throughout the enterprise, including remote coders. Automating regulatory content updates using Web services isolates users, IT departments and managers from the complicated update cycle, enabling them to focus on their core duties.

Key Features

- Web.Strat supports many state- and payer-specific systems, as well as logic- and book-based encoding.
- ClaimsManager Facility is powered by a knowledgebase with more than one million coding relationships.
- TransactionManager offers rapid, rich and transparent electronic transaction exchange with high-volume payers.

Ingenix | Intelligence for Health Care | www.ingenix.com

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