Real results:

A profile of eight organizations boosted by the 3M™ 360 Encompass™ System
Hospital profiles “in progress”

Every month, more and more organizations—academic, non-profit, metro and rural hospitals and integrated delivery networks (IDNs)—turn to the 3M™ 360 Encompass™ System and experience solid results.

Their results with 3M 360 Encompass

- **20%** average increase in inpatient coder productivity
- Improved clinical documentation and better agreement with suggested DRG
- Improved capture of quality indicators before the patient is discharged
Hospital profile
Location: Ohio
Type: Integrated, multi-specialty, non-profit
Beds: 1,200+
Annual admissions: 150,000+

Their story
As one of the first users of the 3M™ 360 Encompass™ System, this healthcare system created a committee to investigate the increases in patient safety indicators (PSIs) and hospital-acquired conditions (HACs) affecting quality. 3M 360 Encompass offered the automated system needed to better understand patient data through documentation. Better communication with CDI reviewers and coders ushered in a decrease in PSIs and HACs. Productivity also increased as a result of better clinical documentation.

Their results with 3M 360 Encompass

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>21%</td>
<td>Increase in inpatient coder productivity</td>
</tr>
<tr>
<td>63%</td>
<td>Decrease in patient safety indicators (PSIs) and hospital-acquired conditions (HACs)</td>
</tr>
<tr>
<td>12%</td>
<td>Increase in physician agreement rate</td>
</tr>
</tbody>
</table>
Hospital profile
Location: Washington state
Type: Multi-hospital, integrated, non-profit
Beds: 1,000+
Annual admissions: 40,000+

Their story
A crucial objective for this integrated health system was to maintain quality, rather than focus on quantity. With the 3M™ 360 Encompass™ System, the clinical documentation process improved significantly, as did the streamlined process between CDI reviewers, physicians, and coders.

Their results with 3M 360 Encompass
19% increase in net revenue
88% agreement rate between coders and CDI reviewers
90% query acceptance rate
Hospital profile
Location: Kansas
Type: Rural, private, non-profit
Beds: 200+
Annual admissions: 6,000+

Their story
This rural community hospital just moved to a new EHR, with 95 percent electronic documents, when it implemented the 3M™ 360 Encompass™ System. The hospital aimed to increase productivity and create a more streamlined, automated system to enhance the workflow with 3M. As regulations exert new demands on rural hospitals and with limited staff and fewer resources, the hospital needed to find new and innovative ways to prepare for regulatory mandates.

Their results with 3M 360 Encompass

45% increase in inpatient coder productivity
20% increase in outpatient coder productivity
1.5 coders moved from coding to other responsibilities
Hospital profile
Location: Texas
Type: Children’s hospital, non-profit, private
Beds: 550+
Annual admissions: 25,000+

Their story
State initiatives changed the way this children’s facility operated and demanded new technology and a CDI program. With the 3M™ 360 Encompass™ System, this hospital created a new CDI program that made communication between caregivers far easier. The hospital also saw strong productivity and financial improvements. All together the change resulted in a reduction of five outsourced coders (equivalent to 30-percent productivity increase), an increased case mix index for two consecutive years, and a decrease in medical necessity denials.

Their results with 3M 360 Encompass

- 5 outsourced coders no longer required
- 10% increase in case mix index
- Decrease in medical necessity denials
Hospital profile
Location: Tennessee
Type: Multi-hospital, integrated, non-profit
Beds: 1,500+
Annual admissions: 50,000+

Their story
Recognizing the need to optimize its resources for both coding and CDI, this healthcare system changed its workflow by using the 3M™ 360 Encompass™ System. Moving from a retrospective coder-billing model, the organization created a concurrent CDI and coding team. This allowed patient bills to be dropped when the patient was discharged from the hospital.

Their results with 3M 360 Encompass

98% coding accuracy at time of final coding
35% improvement in concurrent coding
93% accuracy in DRG assignment
Hospital profile
Location: Utah
Type: State, academic, multi-specialty
Beds: 450+
Annual admissions: 22,000+

Their story
This innovative healthcare system used the 3M™ 360 Encompass™ System to improve productivity and documentation quality, but also realized additional benefits. Upon seeing a 15 percent increase in case mix index and a 9.8 percent decrease in discharged not final billed (DNFB), the system expanded use to include the quality department. This allowed the CDI and quality teams to identify real-time patient data and assess key information before discharge, resulting in a 95 percent identification rate in patient safety indicators (PSIs) and hospital-acquired conditions (HACs).

Their results with 3M 360 Encompass

- 95% identification rate in patient safety indicators (PSIs) and hospital-acquired conditions (HACs)
- 9.8% decrease in discharged not final billed (DNFB)
- 15% improvement in case mix index
Hospital profile
Location: South Carolina
Type: General medical and surgical hospital
Beds: 425+
Annual admissions: 23,340+

Their story
Concerned with outpatient productivity, this healthcare organization implemented the 3M™ 360 Encompass™ System to enhance productivity and transform outpatient measures. The integrated platform is a one-stop solution for streamlining revenue cycles, improving clinician insights and generating accurate reimbursement. The organization abandoned initiatives to add outsourced coders after seeing an increase in productivity with 3M, and instead decreased the number of outsourced coders.

Their results with 3M 360 Encompass

- 7% increase in outpatient coder productivity
- 64% increase in use of autosuggested codes
- 4 outsourced coders no longer required
Hospital profile
Location: Colorado
Type: Faith-based, non-profit healthcare organization
Beds: 1,750+
Annual admissions: 84,770+

Their story
To boost its outpatient measures, this faith-based organization implemented the 3M™ 360 Encompass™ System. Shortly after implementation, the organization reported significantly higher outpatient coder productivity and enhanced reporting capabilities. The strategic partnership with 3M set the stage for future growth and enabled maximum functionality across the organization.

Their results with 3M 360 Encompass

- 15.5% increase in outpatient coder productivity
- 31.2% increase in use of autosuggested codes
The numbers behind the 3M™ 360 Encompass™ System

More than 1,500 hospitals and healthcare organizations have selected 3M 360 Encompass since it launched in October 2011.
Real clients, real results. What does it mean for you?

Streamlined processes.

Improved care.

A better bottom line.

More than 1,500 hospitals selected the 3M™ 360 Encompass™ System to provide computer-assisted coding (CAC), clinical documentation improvement (CDI) and an analytical advantage.

3M 360 Encompass is the only automated coding and documentation improvement system that leverages 3M-proprietary natural language processing (NLP) and rules. It seamlessly integrates CAC, CDI, quality indicators and analytics to capture, analyze and advance patient information. And now, the 3M 360 Encompass platform is growing with capabilities for professional fee coding and communication with providers.

Call today

To learn more about the 3M 360 Encompass platform and our entire suite of health information software and services, contact your 3M sales representative. You can also call us anytime at 800-367-2447, or visit us online at www.3m.com/his.