



## 3M Consulting Services — 3M™ Enhanced Ambulatory Patient Groups

- Focus on education, process improvement, and ongoing performance monitoring to help your organization promote the accuracy and integrity of outpatient billing for compliance and payment modeling
- Help improve processes to identify and manage payment delays, rejections, and denials, and thus help promote accurate data collection and reimbursement
- Provide expertise to your organization in introducing your staff to the impact of the clinical concepts behind the 3M Enhanced APGs and assisting with their implementation

### What are the 3M Enhanced Ambulatory Patient Groups?

Developed by 3M Health Information Systems, the 3M™ Enhanced Ambulatory Patient Grouping (EAPG) System is a proprietary system for outpatient reimbursement based on claim levels. The methodology addresses all population groups to better reflect current clinical care complexities, practices, and outpatient cost structure. 3M Consulting Services can help you understand the importance of outpatient coding accuracy and how the transition to 3M Enhanced APGs impacts your outpatient operations, revenue cycle, and, ultimately, your facility's bottom line.

### Getting started: A comprehensive suite of services from 3M

- **3M™ Enhanced APG Profile Analysis** assists hospitals in understanding how 3M Enhanced APGs classify outpatient services. Using your hospital's current discharge data, 3M consultants provide a detailed profile of the 3M Enhanced APGs that are assigned to your data, including frequency distributions, edit profiles, and charge analysis by service line categories.
- **3M™ Enhanced APG Education** is a one-day, onsite introduction to the 3M Enhanced APGs. The experts from 3M Consulting Services provide education on the methodology and data analysis and give clinical examples. We include a data comparison to peer facilities when state data is available, an executive exit conference, and recommendations.
- **3M™ Enhanced APG Workflow Assessment** focuses on improving outpatient coding and billing through solution-driven process mapping. Key deliverables include an "Is" map (representation of current processes) and a "Should" map (process change recommendations) to help improve the revenue cycle flow to achieve correct 3M Enhanced APG assignment and accurate billing and eliminate rework.
- **3M™ Enhanced APG Assurance™ Program** can help your hospital identify opportunities to improve cash flow, prevent denials and delayed payments, and achieve accurate payment reimbursement under 3M Enhanced APGs. The program provides an assessment of your facility and targets improvements based on your specific hospital's needs to promote the accuracy and integrity of outpatient billing processes and compliance with regulations.



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### Enhanced APG storage and reporting services

- **3M™ Enhanced APG Oversight** is an ASP service that can assist your organization in grouping 3M Enhanced APGs, estimating costs and reimbursement and analyzing and reporting on outpatient claims data while minimizing compliance risks. Using outpatient claims data extracted from your health information system, 3M consultants assess critical areas in coding, charging, and billing that may negatively impact reimbursement. Reports graphically display areas for improving reimbursement, processes, and compliance.
- **3M™ Enhanced APG Oversight Trial** allows hospitals to experience the full benefits of 3M Enhanced APG Oversight during a 90-day introductory trial period.

### Operational services: 3M's proven experience

- **3M™ Chargemaster Services** can help hospitals achieve appropriate payment in compliance with the Centers for Medicare and Medicaid Services (CMS) regulations through accurate, complete, and compliant coding and billing. Our goal is to increase the accuracy and timeliness of Medicare and other payer reimbursement while focusing on process improvement opportunities under 3M Enhanced APGs.
- **3M™ Comprehensive Pricing Solution** helps an organization establish a competitive pricing position for meeting revenue projections or goals. 3M consultants develop pricing alternatives for hospital services, supplies, and pharmacy items. Optionally, a competitive pricing analysis of peer hospitals is included.
- **3M™ Chargemaster Online Services** provide focused assistance in analyzing your chargemaster using the 3M Chargemaster Online software. This onsite training integrates the web-based 3M software into your facility's workflow for charge capture and chargemaster maintenance, and provides education and recommendations to accurately charge and bill for Medicare outpatient services.

- **3M™ Enhanced APG Support Services** provide access to 3M outpatient payment specialists via phone, fax, and e-mail. Available on a yearly retainer basis, this service answers questions on hospital outpatient coding and billing and includes a one-year subscription to a monthly newsletter covering outpatient coding and billing issues and updates.
- **3M™ Charging and Billing Process Review** assesses current charging and billing processes in your outpatient service areas. We conduct interviews and review existing policies and procedures to identify process improvements.
- **3M™ Outpatient Coding Validation Service** evaluates coding accuracy based on medical record documentation. 3M consultants identify performance improvement opportunities by service line by applying current federal regulations and coding guidelines. We also deliver focused education on the issues identified during our review.
- **3M™ OCE Edit Education** assists hospital coders, ancillary clinical personnel involved in the charge process, and billing staff in understanding the edits and related processes. Customized, two-day educational sessions address charge process issues and edits resulting from process deficiencies.

### About 3M Consulting Services

3M Consulting Services is comprised of healthcare professionals and industry experts, including hospital executives; HIM specialists in coding, billing, and reimbursement; registered nurses; operations experts; ancillary department managers; physician practice managers; physicians; and certified public accountants. We focus on serving hospitals, physician groups, and law firms with a variety of programs for meeting inpatient, outpatient, revenue management, and compliance needs. Our team offers an internal quality assurance and regulatory compliance program incorporating all key elements outlined in the Office of Inspector General's compliance program for various healthcare providers.

### Call today

For more information on how our solutions can assist your organization, contact your 3M sales representative, call us toll-free at **800-367-2447**, or visit us online at **www.3Mhis.com**.



#### Health Information Systems

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