



Value-added products for 3M business partners

- Powerful reimbursement calculation, grouping and performance measurement solutions for inpatient, outpatient, Medicare, and non-Medicare reimbursement models
- Flexible, scalable medical necessity and compliance solutions for regulatory changes, cleaner claims, and quality and compliance initiatives
- Standardized nomenclature and terminology mapping services and other electronic health record tools

One size seldom fits all

3M business partner product offerings can be scaled to meet the needs of a wide range of businesses, from small- and medium-sized companies providing focused solutions to large health information system (HIS) companies.

Whether you are providing solutions for decision support, quality measurement, revenue cycle management, or other applications, 3M has healthcare industry expertise as well as content-rich, robust products to meet your needs.

Delivering high-quality, cost-effective, scalable solutions

As a software or service provider in a competitive healthcare IT market, you are always on the lookout for opportunities to add value for your clients and at the same time minimize your own development costs and delivery deadlines. Value-added products that can be integrated or embedded into your own solutions can be especially effective in providing a seamless solution to your clients.

One measure of a product's value is the quality of its content. Part of the 3M Health Care family, **3M Health Information Systems** is a leading provider of advanced reimbursement, compliance, and performance management solutions used by more than 5,000 healthcare organizations in 20 countries worldwide.

Well-known for high-quality data content, 3M products are developed and supported by skilled teams of subject matter experts—including HIM professionals, nosologists, nurses, billing experts, and medical informatics professionals.

For more than 25 years, 3M Health Information Systems has consistently supplied clients with coding and compliance updates required by today's constantly changing regulatory environment. 3M understands how the Centers for Medicare and Medicaid Services (CMS), state agencies, and payers operate, and we prepare for change by continuously monitoring the latest regulatory information to generate up-to-date content for our coding, grouping, and compliance solutions.

Now, thanks to the **3M Alliance Partner Program** (*see sidebar on page 4*), your software and system solutions can benefit from 3M expertise, experience and support without burdening your organization with the regulatory reviews and updates.



The advantages of adding 3M™ APR DRGs

The **3M™ APR DRG Classification System** allows hospitals to accurately and efficiently assign patient records to severity-adjusted DRGs for evaluation and verification. The system also assists hospital staff members in calculating the severity-adjusted case mix index used by an organization to monitor performance and calculate reimbursement.

Like all solutions from 3M, the 3M APR DRG Classification System is backed by support services and decades of coding and reimbursement experience.

Now 3M offers the power of 3M APR DRGs to our business partners in a wide range of configurations through the **3M™ Grouper Plus System** or **3M™ Core Grouping Software**. 3M APR DRGs deliver value to both you and your clients by:

- Allowing you to respond to client demand for a severity-adjusted solution by embedding the 3M APR DRGs directly into your software or interfacing to other products
- Providing a valuable tool for severity-of-illness risk adjustment
- Providing the ability to estimate risk of mortality for comparison with actual mortality rates
- Delivering a proven interface that affords easy connection to other software solutions
- Offering your clients the ability to accurately group all patient data, including neonatal, pediatric, obstetric, and other clinical areas not usually represented by the CMS DRGs
- Providing annual updates and electronic documentation

Value-added products for 3M business partners

Grouping software for the 21st century

Although widely known for our coding expertise, 3M Health Information Systems is also a leading developer and provider of grouping software, commonly referred to in the industry as “**groupers.**” In essence, a grouper is software designed to assign coded patient records to the appropriate classification group for evaluation, verification, and reimbursement (e.g., inpatient records are assigned to Diagnosis Related Groups and outpatient records are assigned to Ambulatory Payment Classifications or Ambulatory Patient Groups).

3M offers a wide variety of powerful groupers designed to deliver accuracy, efficiency, and simplicity for both healthcare providers and payers. Embedded into your software systems or solutions, they are widely used throughout the healthcare industry to provide Medicare and non-Medicare DRG grouping and pricing information for both inpatient and outpatient claims.

3M groupers include tables and programs for assigning DRGs and can help your clients evaluate the accuracy and completeness of data, identify potential coding errors, and verify hospital claims for reimbursement. In addition, our content is adaptable and scalable for large or small data volume requirements and available for both mainframe and Microsoft® Windows®-based platforms.

3M™ Grouper Plus System

Available exclusively to 3M business partners, the **3M Grouper Plus System** (3M GPS) provides both Medicare and non-Medicare DRG, APC and APG grouping and pricing. It groups inpatient and outpatient claims data for providers and payers, as well as state and federal agencies.

The 3M GPS offers a powerful Java™-based, platform-independent embedded solution to add value to existing software. It also uses common application program interface methods to pass and retrieve data across all grouping, editing, and reimbursement Java Archive™ (JAR) components.

The 3M GPS provides up-to-date claim edits for providers, payers, fiscal intermediaries, and state and federal agencies. It also calculates reimbursement of claims based on group assignments, allowing clients to choose the reimbursement methodology by claim or create their own.

The 3M GPS contains the tables and programs needed to assign a DRG and can be licensed with:

- CMS DRGs
- TRICARE
- All Patient DRGs (AP-DRGs)
- 3M™ APR DRG Software
- Ambulatory Payment Classifications (APCs)
- Ambulatory Patient Groups (APGs)

- Ambulatory Surgical Centers (ASCs)
- Inpatient Psychiatric Facility DRGs (IPF DRGs)
- State Medicaid groupers
- 3M™ Potentially Preventable Complications (PPC) Software
- 3M™ Potentially Preventable Readmissions (PPR) Software

3M™ Core Grouping Software

Designed for Microsoft® Windows®-based personal computer systems, the **3M Core Grouping Software** is also available to 3M business partners. This software supports processing of both inpatient and outpatient claims based on Medicare and non-Medicare payer prospective payment methodologies.

Medical necessity solutions

Healthcare organizations today struggle with increasingly complex medical necessity regulations, in part because they lack the integrated processes and tools to verify compliance before the bill is dropped. Organizations need help in effectively checking medical necessity at all appropriate points in the healthcare revenue cycle, because medical necessity errors can significantly impact the financial health of an organization and increase its compliance risk.

3M medical necessity and compliance solutions for business partners are designed for easy integration and provide medical necessity validation at one or more key points in the enterprise workflow. The 3M team of subject matter experts update medical necessity content on a monthly basis, so accurate medical necessity content is maintained within today's evolving pay-for-performance environment. The applications described below are available to 3M business partners.

3M™ Medical Necessity Dictionaries

3M Medical Necessity Dictionaries (for Medicare Parts A and B or customized for client-specific requirements) eliminate the regular need to collect, analyze, and validate Local Coverage Determination or National Coverage Determination (LCD and NCD) information or perform manual reviews.

3M™ Medical Necessity Dictionaries for Medicaid and private payers

3M Medical Necessity Dictionaries for Medicaid and private payers are also available in both state- and payer-specific versions for several state and third-party payer entities. The 3M dictionaries can be embedded within existing HIS, claims, billing, and practice management systems to provide medical necessity validation during scheduling, registration, and claims processing. This offers a unique opportunity to deploy consistent medical necessity validation capabilities throughout the revenue cycle.

Electronic health record tools/services

3M Care Innovation applications help clinicians capture patient data in a variety of ways and make it available when and where it is needed. The open architecture and industry-standard components integrate with existing legacy systems and make department-specific data available to professionals throughout the healthcare continuum. The computer-based patient record applications described below are available to 3M business partners.

3M™ Enterprise Master Person Index

3M Enterprise Master Person Index (3M EMPI) links acute and ambulatory data to provide a consistent method of identifying a patient across all care sites and encounters. The 3M EMPI integrates and consolidates patient indexes from multiple registration systems into a single index, providing an accurate, centralized summary of both patient demographic and encounter information. The 3M EMPI cross-references local patient identification systems to preserve the investment in legacy systems. It also features Advanced Matching Logic that uses a probabilistic matching algorithm to help resolve multiple patient identities and avoid creating duplicate patient records.

3M™ Clinical Data Repository

3M Clinical Data Repository (3M CDR) integrates, sorts, and stores healthcare data to support lifetime computable patient records. Storing demographic data from registration systems and clinical data from departmental systems (such as laboratory and pharmacy), the 3M CDR normalizes and standardizes clinical patient data to assist with data analysis and clinical decision support.

3M™ Healthcare Data Dictionary

3M Healthcare Data Dictionary (3M HDD) is a specialized database that:

- Allows translation and integration of healthcare data from independent, legacy computer systems and provides a road map to the content and structure of patient data
- Defines and translates data elements and healthcare concepts found in a computerized patient record
- Reduces ambiguity by including the variations in names or numbers healthcare professionals use for a clinical or administrative concept in any language
- Contains rich content, a flexible data structure, and is built with standard healthcare data sources and selected, specific vocabularies
- Provides coded, computable data that people can understand and applications can use in real-time

Value-added products for 3M business partners

3M™ Terminology Consulting Services

3M Terminology Consulting Services is a program built around the content and technology of the 3M HDD that can help provide true data interoperability and comprehensive terminology analysis, implementation, and data “mapping” (cross-referencing) services. Delivered by seasoned medical informaticists with more than 20 years of data dictionary development experience, this program can help an organization understand the impact of multiple, diverse terminologies on its clinical systems, data repository, and electronic health record (EHR).

Also using the 3M HDD, 3M has developed data transformation modules (DTMs) that can be embedded in an integration engine to perform in-line, real-time translations of local, proprietary code sets into standard data code sets.

Call today

For more information on how 3M 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**.

The 3M Alliance Partner Program

The **3M Alliance Partner Program** creates strategic business alliances between 3M Health Information Systems and another solution provider. Although the program does not create a partnership in the legal sense of the word between 3M and any person or organization, a 3M Alliance Partnership can help generate additional revenue for your business and provide your clients with valuable 3M applications. We offer several partnership choices, including:

- **Referral Partner**—Entities that play an active role in the promotion of 3M Health Information Systems products or services.
- **Distribution Partner**—Entities that resell 3M Health Information Systems products or services (independent of, as part of, or in addition to their own solution). Qualified partners will be required to generate a minimum volume of sales in this arrangement.
- **Data Processing Partner**—Entities that use 3M Health Information Systems products to create separate products or services for their clients.
- **Consulting Partner**—Entities that use 3M Health Information Systems products or services to deliver independent analysis or advice to clients.
- **Interfaced solution providers**—Companies that have created an interface between their solution and 3M software.



Health Information Systems

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