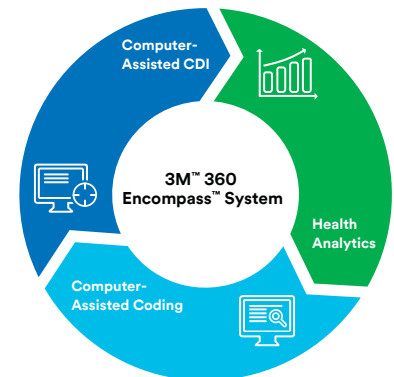


## 3M™ 360 Encompass™ Health Analytics Suite State Compare Module

- Identify market share and out-migration with state payer data by zip code, county and service area
- Pinpoint opportunities to recapture lost market and make strategic decisions in service offerings
- Receive a risk-adjusted benchmark of all patient encounters down to the DRG level
- Highlight areas for improvement in length of stay, mortality, costs and charges



### Manage resources, build market share

In the evolving world of health care, 3M steadies the ship with reliable information.

State Compare can help answer the questions that keep your teams up at night:

“Are we maximizing market share on the most profitable cases?”

“Where are the most profitable cases coming from?”

“Are we as efficient as we could be?”

### Risk-adjusted and ready

As part of the 3M™ 360 Encompass™ Health Analytics Suite, State Compare offers data-driven insights for organizations just getting started in the journey to value-based health care. With State Compare, hospitals establish a firm foundation and better understand resource utilization and performance against their peers at the patient level.

Simply put, State Compare helps providers keep costs under control by managing length-of-stay resources, while helping to identify market share opportunities in profitable areas. 3M gives you the data needed to capture out-migrating revenue by service.

Developed from public data sets, State Compare provides hospitals and health systems with insight into hospital efficiency and quality, physician performance and volume and market share for both their facility and every hospital in their state. Presented in an easy-to-navigate format via a user-friendly web interface, State Compare enables risk-adjusted performance analysis against a statewide benchmark, with year-to-year comparisons.

### Rich data to understand your market share

Risk-adjusted data, using the 3M™ APR DRG Classification System, forms the foundation for 3M's comparative data set and also creates a benchmark data set. 3M offers multiple years of data for all hospitals within a state.

Because of the vast amount of source data, attempts to efficiently extract useful information without first subdividing it into manageable subsets would be both time-consuming and expensive. State Compare addresses this basic need for structured source data subdivision.

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An added benefit of using a statewide risk-adjusted benchmark is that all patient encounters are included, so providers can use the benchmark data to determine their market share down to a DRG level.

State Compare provides hospitals with deeper knowledge of their market share and helps them determine whether they are maximizing value by managing length of stay and keeping costs aligned.

## When it all works together.

For hospitals to meet the rising demands of competition, compliance and patient care, they must have an efficient and accurate revenue cycle management system.

## But what does that really look like?

It looks like coding and clinical documentation working from the same content, reducing duplication. It looks like facility and professional services coders using one application, putting an end to disjointed workflows and communication breakdowns. It's timely, complete query responses from physicians and full confidence all HCCs are captured. It's big-picture insights so hospitals can stay ahead of market changes.

It looks like every team, every workflow and every application working together. Ensure it all works together with 3M™ 360 Encompass™ System Platform.

## Call today

For more information on how 3M software and services can assist your organization, contact your 3M sales representative, call us at **800-367-2447**, or visit us online at [www.3m.com/his](http://www.3m.com/his).



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