



3M Science.
Applied to Life.™

3M Health Information Systems

Real-time content in the cloud

**3M™ Grouper Plus
Content Services**

You might say 3M wrote the book on classification methodologies.

You wouldn't be wrong.

Here are some examples of our best work:

- 3M™ All Patient Refined DRGs (APR DRGs)
- 3M™ Enhanced Ambulatory Patient Groups (EAPGs)
- 3M™ Clinical Risk Groups (CRGs)
- Ambulatory Payment Classifications (APCs)
- Centers for Medicare & Medicaid Services (CMS) DRGs
- TRICARE
- Content for numerous different state Medicaid agencies, commercial payers and federal reimbursement packages
- Outpatient medical necessity content
- Preventable readmissions and complications
- Risk-adjustment methodologies for population health

3M drives the standards with 30+ years of experience.

Our story stands because of:

- A strong clinical history
- The most comprehensive proprietary grouping and preventable events software portfolio on the market
- Both industry-standard (public) and industry-accepted (proprietary) methodologies
- A long history and deep experience with ICD-10
- Flexible delivery options, including cloud-based access
- Unmatched service and support





Right now, **87 percent of the hospital market** depends on our coding, classification and medical necessity experience.

Why?

No one invests more in R&D for our staff of economists, clinical professionals, nosologists and medical necessity specialists.

Our depth and knowledge translates to convenience for our business partners and their customers.

3M™ Grouper Plus Content Services (GPCS)

With so many options to license, you can easily meet the inpatient and outpatient processing needs of your users, including hospitals, ambulatory care providers and facilities, payers, fiscal intermediaries, state and federal agencies.

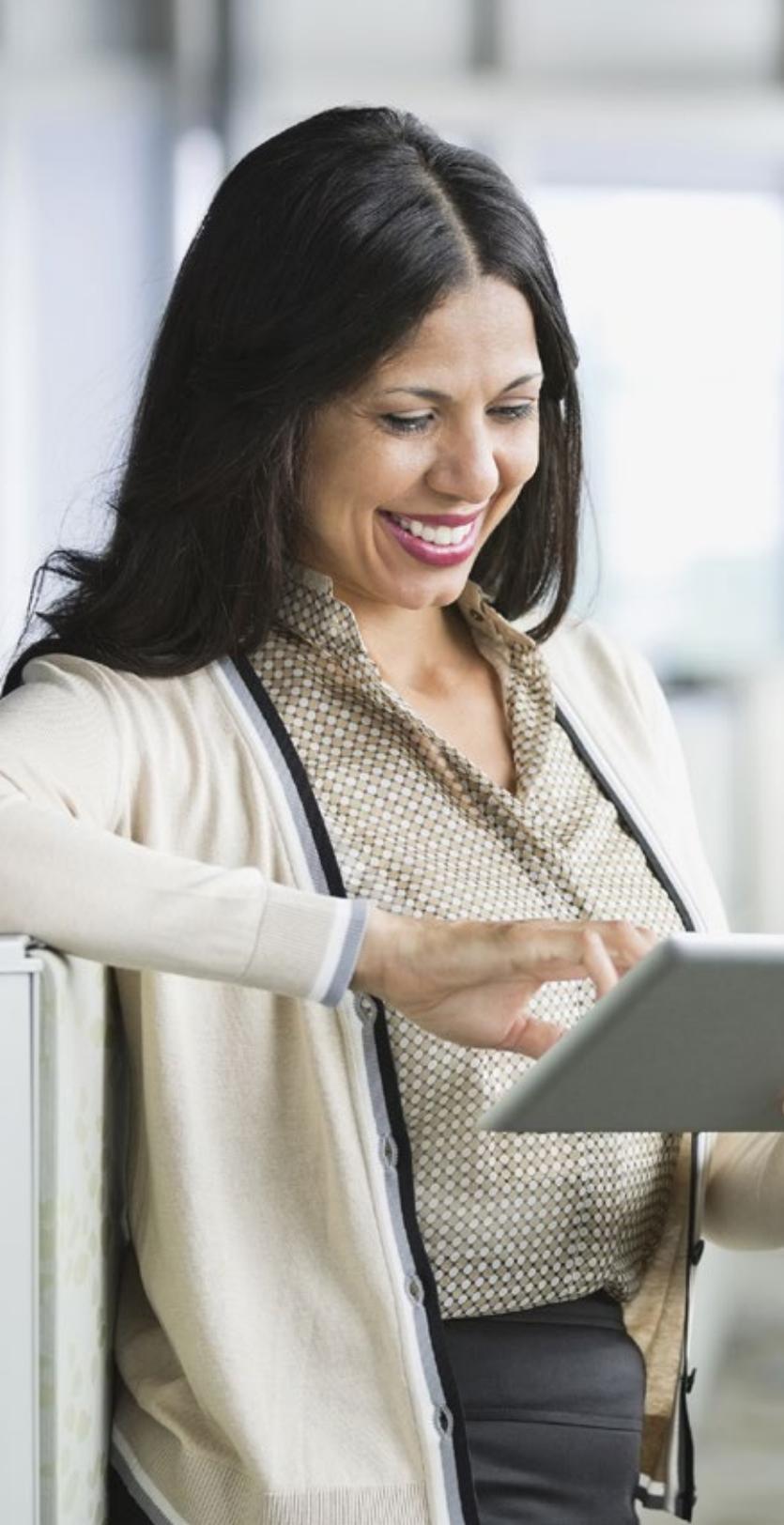
What's one of the easiest ways to access our content and methodologies?

Our cloud-based delivery mechanism: 3M Grouper Plus Content Services (GPCS)



“Healthcare finally warming to cloud technology: 58 percent of healthcare providers are already planning (or are in process) to adopt the cloud into their IT infrastructure.”*

* Eastwood, Brian. “Healthcare Finally Warming to Cloud Technology.” CIO, cio.com (Nov. 2013).



Why a cloud-based option? Several reasons. OK, a lot of reasons.

Business agility

- Dramatically reduces cost of ownership with lower labor and maintenance requirements
- Nothing to install
- Gives you great transparency into your operations

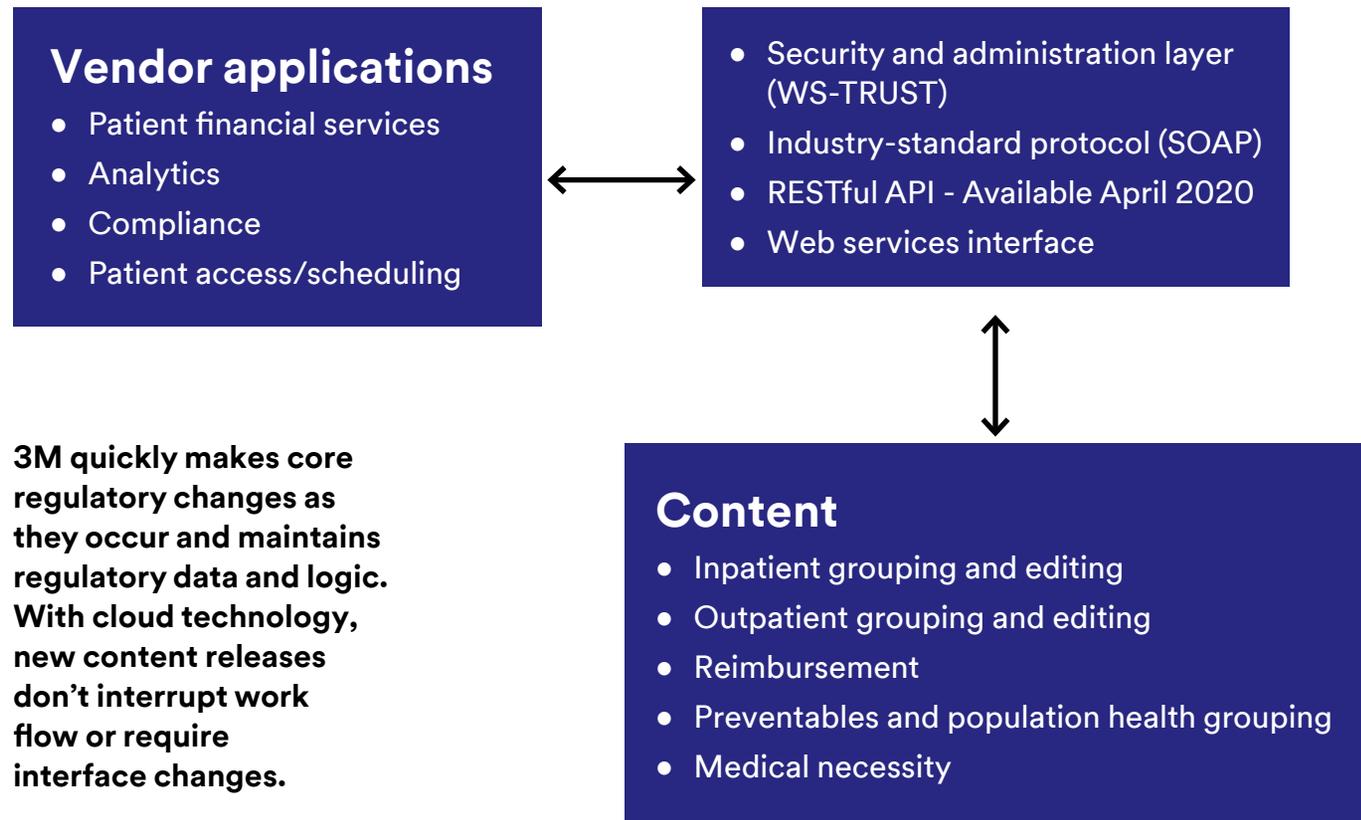
Solid performance quality, consistency and access to real-time content

- Dynamic auto-scaling means reliable processing capabilities
- Immediate access to content including multiple versions of groupers and code sets
- One interface for your grouping, reimbursement and editing needs

Secure and HIPAA compliant?

Of course. We follow strict protocols for data authentication, transfer and encryption.

How does 3M™ Grouper Plus Content Services work?





A little more about 3M™ GPCS performance.

We add and remove capacity as needed. The virtual server-based environment grows or shrinks in processing power with queue-based auto-scaling.

We boost our response time during periods of heavy usage and offer revved-up performance times when running long batches.

What does it look like in action?

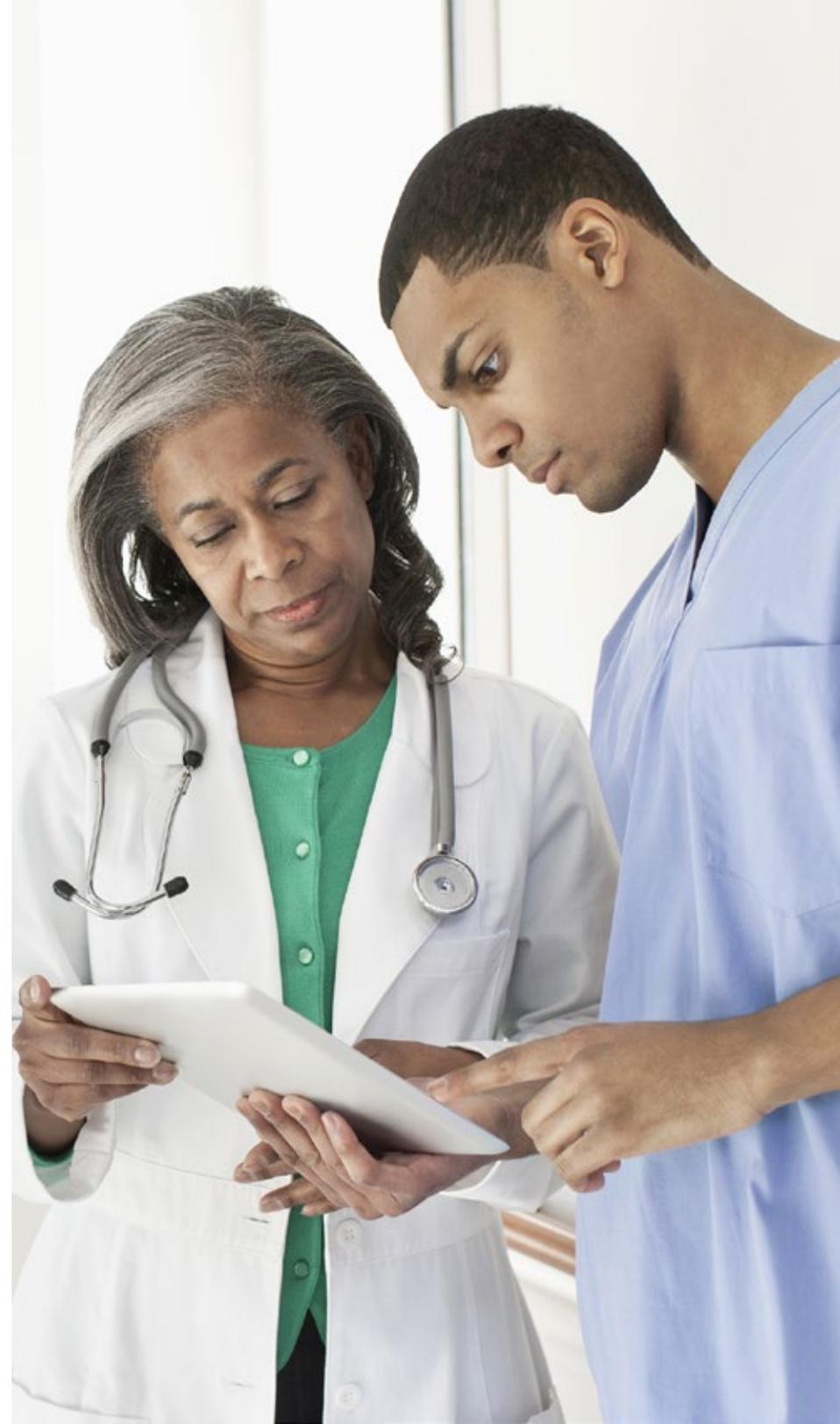
CPSI Technologies

CPSI Technologies is a veteran IT vendor. For more than 25 years it offered revenue cycle software to hospitals and health systems. But it had one gap in its product portfolio: claims submission software.

The biggest obstacle was the expense of developing and maintaining medical necessity data tables. 3M GPCS was a cost-effective way to quickly integrate 3M medical necessity content, 3M™ EAPGs and CMS outpatient edits into a new solution. It offered:

- Cloud-based solution
- Monthly maintenance by 3M
- Seamless integration with CPSI software workflow
- Reliable performance

Two years later, nearly all of CPSI hospital clients license 3M medical necessity content.



CPSI's results

- **Low maintenance**—Medical necessity content automatically refreshes within the 3M cloud-based service
- **Seamless integration**—Medical necessity checking in a claim-by-claim process or in batch mode
- **Speed**—Concurrent processing takes about two seconds; batch processing is even faster per claim
- **Reliability**—Stable, predictable performance
- **Ease of doing business**—Transactional pricing fits CPSI's business model

As Nick Widboom, CPSI's COO, said, "We needed to get to market quickly. We chose to tie 3M medical necessity content with our software."

3M's cloud-based service integrates with CPSI's claims submission software to provide end users with expert medical necessity checking abilities.



Concerns?

Here's what we hear consistently.

- How reliable is a hosted solution? How can I be assured that 3M™ GPCS will keep up with my volume?
- Will a cloud-based system make me more vulnerable to security/HIPAA concerns?
- Why should I license public content through 3M?
- Will 3M keep up with regulatory changes?
- I've licensed one grouper. What else do you have?

We've got answers.

No surprises. We offer stable performance with no scheduled downtime. Our service level agreement (SLA) includes guarantees for performance and costs and seamless delivery within your software.

Safeguards and security. Absolutely. Protection of your data is our top priority. We follow strict NIST standards for authentication using WS-Security/WS-Trust, 256-bit encryption, most secure level of TLS (transport layer security) over HTTPS. Your data is encrypted in transit with no data or PHI stored in the cloud. 3M GPCS is HITRUST and SOC-2 certified.

Ready-made content that is faster to market. We are the vendor-of-choice for CMS and numerous Medicaid agencies and commercial payers for regulatory/payment content. We deliver up-to-date regulatory data and logic, as well as content for population health measurement.

Our expertise and reputation. We've made our name based on the quality and consistency of our 3M Clinical and Economic Research team, our dedicated medical necessity staff, support specialists, registered nurses and the 3M Nosology team.

Market responsiveness. Reliable, timely updates. Always.

Choose wisely.

Choosing the right cloud-computing content partner gives you the control to respond quickly to industry demands.

As a 3M customer, you get the **up-to-date regulatory data and logic you need**, maintained and supported by 3M Health Information Systems and our 30+ years of experience and expertise in editing, grouping and reimbursement methodologies.

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



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