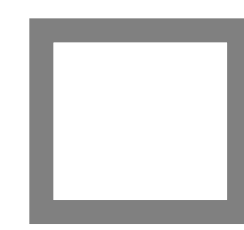
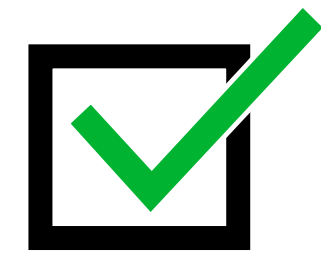




When it comes to HACs, how do you score?

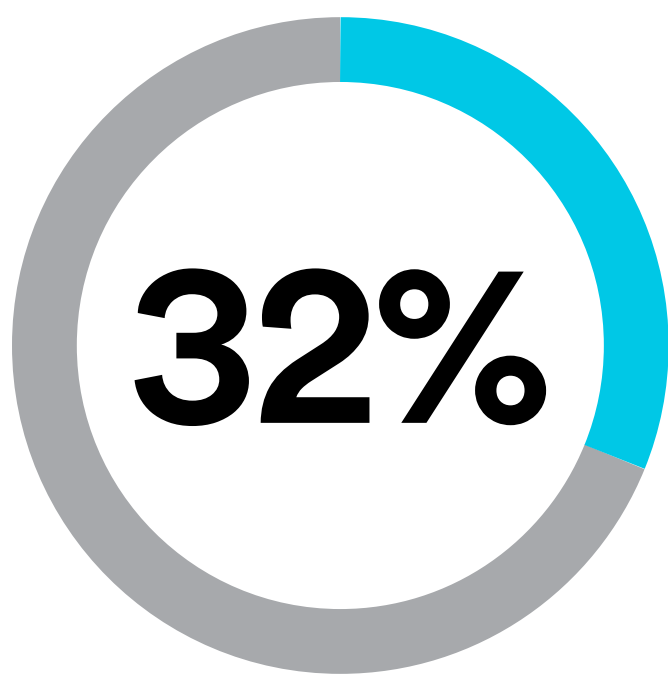


Highest performing
75%



lowest performing
25%

HAC scores and large hospitals



In 2018, an estimated **32%** of large U.S. hospitals will occupy the lowest performing quartile for HACs.*

Definitely not a good place to be.



For large U.S. hospitals—those with 500-1,000 beds—annual median Medicare reimbursement adds up to approximately

\$113.7M*

How will that lowest HAC quartile affect your bottom line?

Hospitals in the bottom quartile for HACs are automatically slapped with a 1% reduction in Medicare reimbursement for the year. Do the math!

▼ 1% = \$1.1 million lost annually

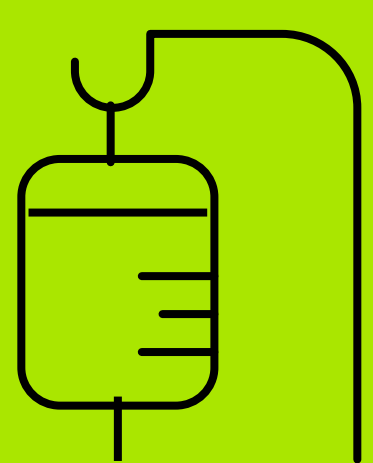
Reduction in Medicare reimbursement

How can you stay out of the bottom quartile?

With 3M software and services, your hospital can identify real-time patient data and assess key information before the patient is discharged, helping your quality team identify and verify **patient safety indicators (PSIs)** and **hospital-acquired conditions (HACs)**. An automated 3M system also helps improve communications between CDI reviewers and coders—yet another tool to help you decrease PSIs and HACs.

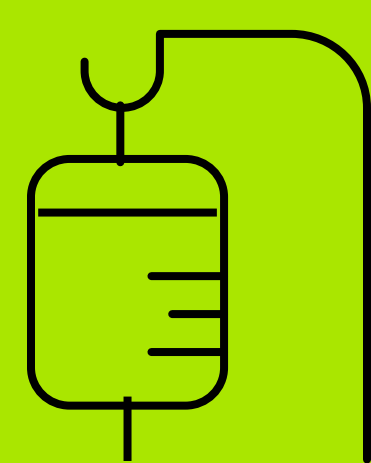
3M. Real results. Real clients.

95%
identification rate**



in PSIs
and HACs

63%
decrease**



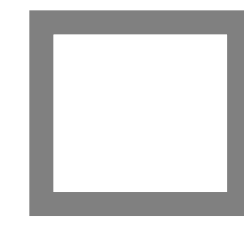
in PSIs
and HACs

*The estimated figures were calculated using 2014-2016 MEDPAR data. Hospital bed sizes are based on information from AHA.

**Results were provided by current 3M clients, one a multi-specialty, non-profit hospital and the other an academic, multi-specialty hospital. <http://bit.ly/realresultseguide>



When it comes to HACs, how do you score?

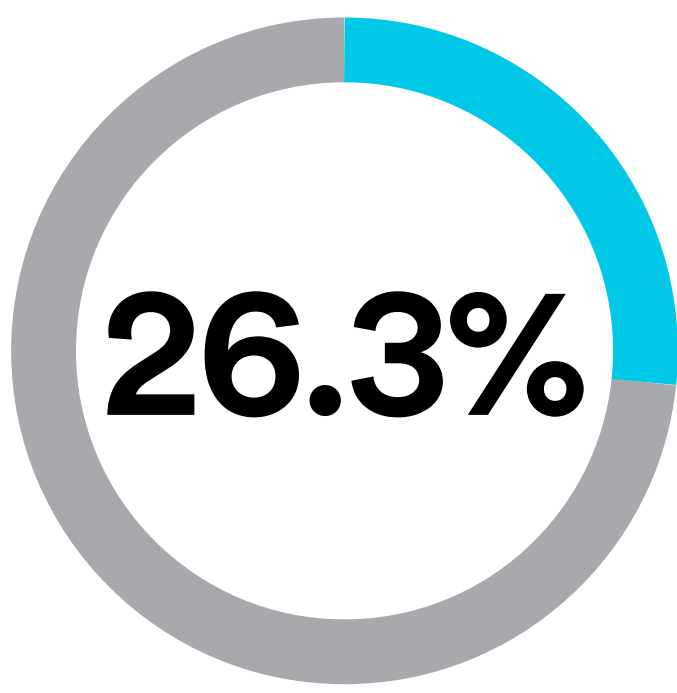


Highest performing
75%



lowest performing
25%

HAC scores and mid-sized hospitals



In 2018, an estimated **26.3%** of mid-sized U.S. hospitals will occupy the lowest performing quartile for HACs.*

Definitely not a good place to be.



For mid-sized U.S. hospitals—those with 300-500 beds—annual median Medicare reimbursement adds up to approximately

\$60.2M*

How will that lowest HAC quartile affect your bottom line?

Hospitals in the bottom quartile for HACs are automatically slapped with a 1% reduction in Medicare reimbursement for the year. Do the math!

1% = **\$602,000** lost annually

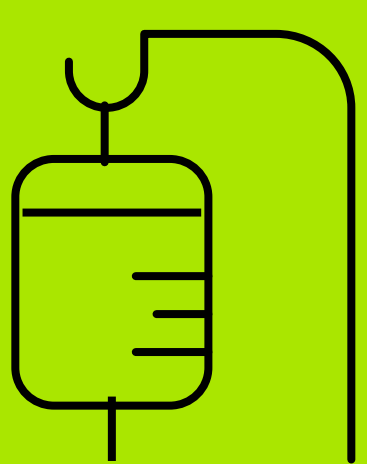
Reduction in Medicare reimbursement

How can you stay out of the bottom quartile?

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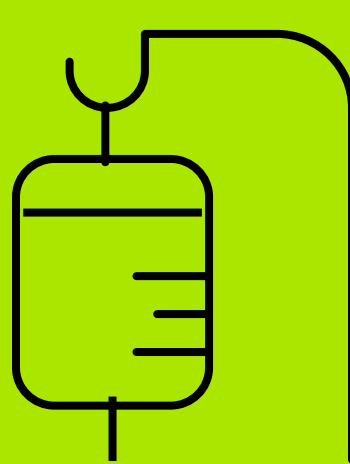
3M. Real results. Real clients.

95%
identification rate**



in PSIs
and HACs

63%
decrease**



in PSIs
and HACs

*The estimated figures were calculated using 2014-2016 MEDPAR data. Hospital bed sizes are based on information from AHA.

**Results were provided by current 3M clients, one a multi-specialty, non-profit hospital and the other an academic, multi-specialty hospital. <http://bit.ly/realresultseguide>