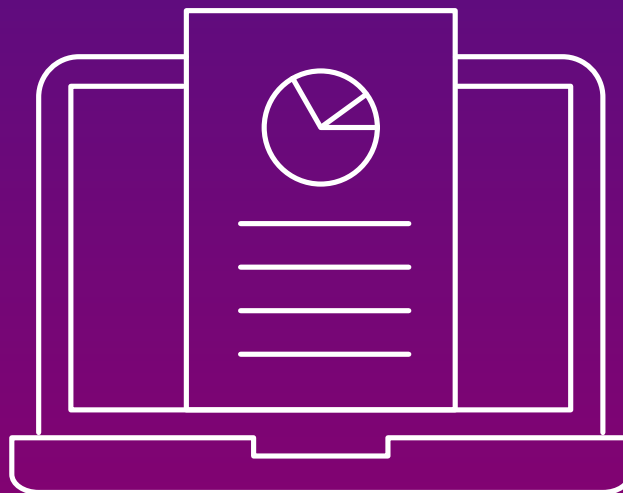
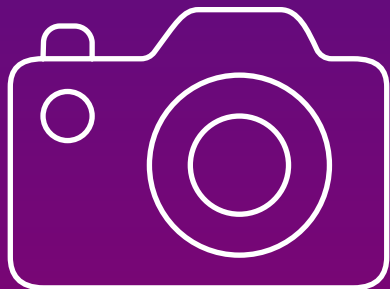


3M Health Information Systems

Powerful results:

A snapshot of seven health care organizations' professional coding success



Real results #1



Location:

Southwestern United States



Type:

Academic health system, level 1 trauma center



Installation:

Multi-specialty



3M technology:

3M™ 360 Encompass™ Professional System – single path coding



EHR/Billing:

Cerner (EHR); Soarian Financials (facility billing); IDX (professional billing)

53%

productivity increase
in the last 12 months
(items/hour)



27%

Increase
in coded
encounters



From 75% to

95%

E/M coding
accuracy after 3
months of coding



23%

Increase
in RVUs



Powering through change for increased productivity and compliant coding

The issues:

- Facility and professional coding in silos
- Large quantity of nonmatching codes (declines)
- 54% of rework by professional coding staff
- Coding “in the dark” with providers not knowing how accurate their codes were

The results:

- Ability to complete CPT® and ICD coding for both providers and facilities in one system
- Immediate decrease in lag time
- More compliant billing

Two groups come together to form one powerful team

The issues:

Two different groups, two coding platforms; one coding system for facility outpatient, another for professional fees. The result? Codes that didn't match, denials, rework – and, sometimes, money left on the table.

The results:

Both facility and professional coding teams unite under one system—with professional and facility documents all in the same workflow.

We call this single path coding.

Real results #2



Location:

Southeast United States



Type:

Regional hospital; medical complex



Installation:

Interventional radiology; pulmonology; urology; OBGYN



3M technology:

3M™ 360 Encompass™ Professional System – facility and single path coding



EHR/Billing:

Epic (EHR, hospital and professional billing)

37%

productivity increase in the last 13 months
for single path coders (items/hour)



54%

productivity increase in 6 months
for professional facility coders
(sessions/hour)



Real results #3

**Location:**

Midwest United States

**Type:**

Level 1 trauma center, teaching hospital

**Installation:**

Multi-specialty

**3M technology:**

3M™ 360 Encompass™ Professional System – facility and single path coding

**EHR/Billing:**

Cerner revenue cycle

60%

productivity increase in the last 6 months for professional facility coders (sessions/hour)



Streamlining multiple specialties with a single solution.

Multiple specialties installed including:

- Anesthesiology
- Clinical lab
- OBGYN
- Oral health
- Pathology
- Pediatrics
- Emergency medicine
- Internal medicine
- Radiology
- Trauma

And many more...

One integrated solution for all specialties

24+ specialties installed including:

- Allergy and immunology
 - Anesthesiology
 - Colon and rectal surgery
 - Dermatology
 - Emergency medicine
 - Internal medicine
 - OBGYN
 - Orthopedic surgery
 - Pathology
 - Pediatrics
 - Plastic surgery
 - Radiology
 - Thoracic surgery
 - Urology
- And many more...

Real results #4

**Location:**

South-central United States

**Type:**

Level 1 trauma center, teaching hospital

**Installation:**


Multi-specialty


**3M technology:**

3M™ 360 Encompass™ Professional System – facility only

**EHR/Billing:**

Soarian (moving to Epic)

34% | productivity increase in 5 months for professional facility coders (sessions/hour) 

5% | increase in total RVUs across all specialties in 3 months 

Real results #5



Location:

Western United States



Type:

Academic health system



Installation:

Multi-specialty



3M technology:

3M™ 360 Encompass™ Professional System – facility and single path coding



EHR/Billing:

Epic (EHR, hospital and professional billing)

70%

Coder productivity increase for radiology



12%

Increase in HCC capture



35%

Coder productivity increase in procedural areas



96%

Clean claim rate



Industry-leading innovation

The issue:

This organization decided that the status quo was no longer good enough and it needed to incorporate improved technology and workflows across the entire professional fee operation.

The results:

After leading a transformative innovation by partnering with 3M, this organization improved operational and performance metrics across coding and revenue cycle—paving the way for organizational change management and single path coding.

Improvement for inpatient and surgical rounding

The issue:

Inefficient workflows and processes associated with provider-led coding not reconciling with coding operations.

The results:

The incorporation of a common technology and a uniform approach has led to a consistent operational cycle with zero missing hospital rounding charges and overall improved HCC capture rates.

We call this the power of a united coding front!

Real results #6



Location:

Southeast, United States



Type:

Multi-hospital health system



Installation:

Multi-specialty



3M technology:

3M™ 360 Encompass™ Professional System – facility only



EHR/Billing:

Cerner (EHR), eClinicalWorks (professional billing)

30%

productivity increase for professional facility coders (coding/hour)





13 days

Reduction in lag days




Real results #7

 **Location:**
Southwest, United States


 **Type:**
Academic medical center

 **Installation:**
Multi-specialty

 **3M technology:**
3M™ 360 Encompass™ Professional System –
Inpatient, outpatient and single path coding

 **EHR/Billing:**
Epic

49% | Productivity increase
for professional IP/OP
coders (sessions/hour) 

33% | Productivity increase
for single path coders
(items/hour) 

10 days | reduction in TAT
DOS* to final coded
(82% down from baseline) 

*Turn around time from date of service

Productivity that soars!

Multi-specialty installation including:

- Family medicine
- Internal medicine
- Neurological surgery
- Pediatrics
- Surgery

Professional inpatient (IP)/
outpatient (OP) and single path
coders have seen amazing
results since adopting 3M 360
Encompass Professional.

A decrease in accounts
receivable (A/R) days means
coders can get things done
faster and more efficiently. Add
having better visibility in the
organization's key performance
indicators (KPIs) – including
never before seen relative value
units (RVUs) – and you have
all you need to streamline your
operations, at your fingertips.

Powerful results speak for themselves.

With more than 35 years of coding expertise, 3M provides the right coding tools with the right processes, enabling coding teams to become professional coding experts. With first-of-its-kind technology, the **3M™ 360 Encompass™ Professional System** boosts productivity and efficiency for both professional and facility coders, so they can:

- Gain visibility into each other's workflows
- Review previously coded documents and those documents yet to be coded
- Reference all available, pertinent documentation
- Directly interface with many major EHRs in the market

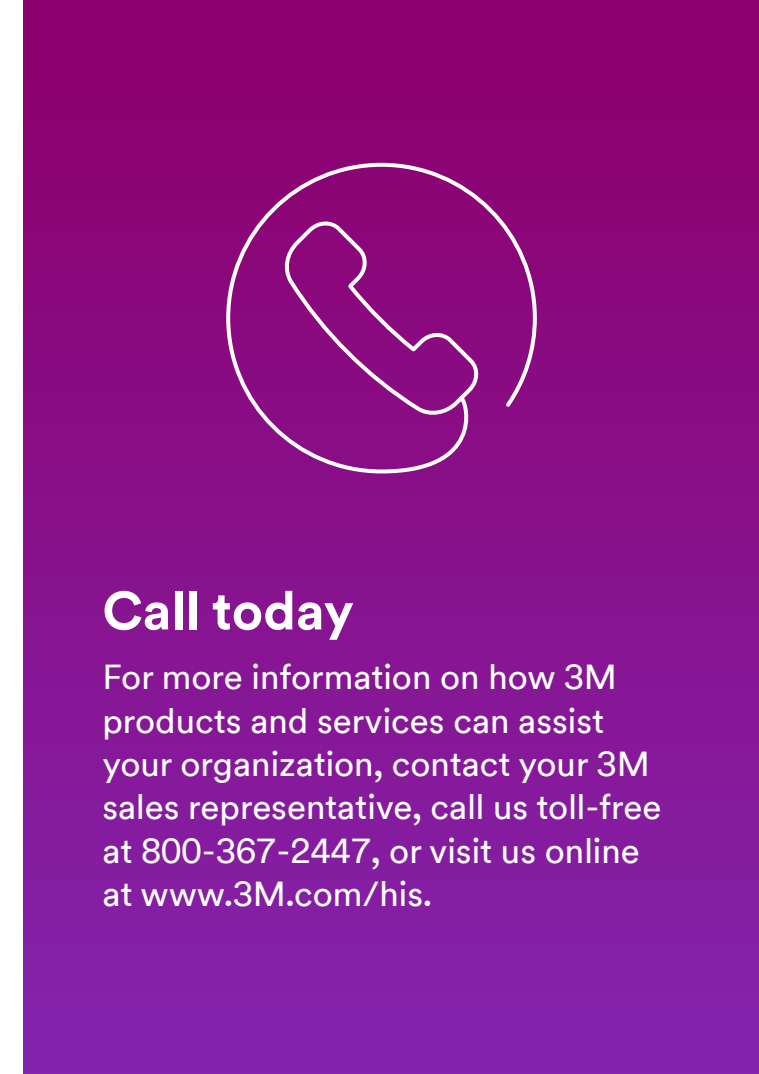
The result is a complete, compliant and accurate claim submission process that can help reduce denial rates and empower organizations to succeed.

Ready to make a change? Learn more about empowering your professional coders. Visit us at www.3M.com/empower.



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