**3M Health Information Systems**

Real results:

A profile of eight organizations boosted by the 3M™ 360 Encompass™ System

Hospital profiles "in progress"

Every month, more and more organizations—academic, non-profit, metro and rural hospitals and integrated delivery networks (IDNs)—turn to the 3M™ 360 Encompass™ System and experience solid results.

Improve clinical outcomes

Measure outcomes

Automate coding

Standardize terminology
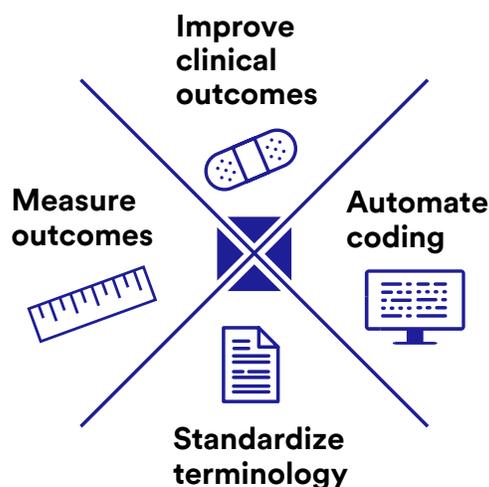
Their results with 3M 360 Encompass

20%
average increase

in inpatient coder productivity

Improved clinical documentation
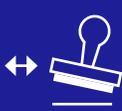
and better agreement with suggested DRG

Improved capture of quality indicators

before the patient is discharged
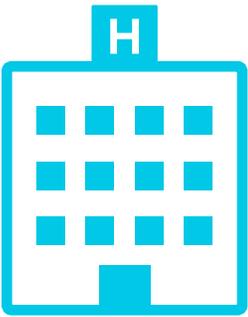
Hospital profile

Location: Ohio

Type: Integrated, multi-specialty, non-profit

Beds: 1,200+

Annual admissions: 150,000+

Their story

As one of the first users of the 3M™ 360 Encompass™ System, this healthcare system created a committee to investigate the increases in patient safety indicators (PSIs) and hospital-acquired conditions (HACs) affecting quality. 3M 360 Encompass offered the automated system needed to better understand patient data through documentation. Better communication with CDI reviewers and coders ushered in a decrease in PSIs and HACs. Productivity also increased as a result of better clinical documentation.

Their results with 3M 360 Encompass

21% increase

in inpatient coder productivity

63% decrease

in patient safety indicators (PSIs) and hospital-acquired conditions (HACs)

12% increase

in physician agreement rate
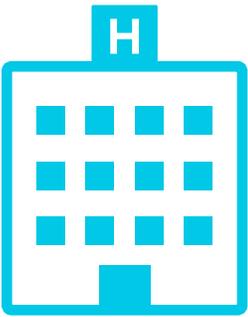
Hospital profile

Location: Washington state

Type: Multi-hospital, integrated, non-profit

Beds: 1,000+

Annual admissions: 40,000+

Their story

A crucial objective for this integrated health system was to maintain quality, rather than focus on quantity. With the 3M™ 360 Encompass™ System, the clinical documentation process improved significantly, as did the streamlined process between CDI reviewers, physicians, and coders.

Their results with 3M 360 Encompass

19%
increase

$ **in net revenue**

88%
agreement rate

between coders and CDI reviewers

90%

query acceptance rate
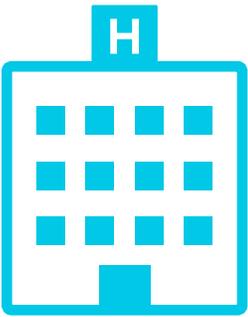
Hospital profile

Location: Kansas

Type: Rural, private, non-profit

Beds: 200+

Annual admissions: 6,000+

Their story

This rural community hospital just moved to a new EHR, with 95 percent electronic documents, when it implemented the 3M™ 360 Encompass™ System. The hospital aimed to increase productivity and create a more streamlined, automated system to enhance the workflow with 3M. As regulations exert new demands on rural hospitals and with limited staff and fewer resources, the hospital needed to find new and innovative ways to prepare for regulatory mandates.

Their results with 3M 360 Encompass

45% increase
in inpatient coder productivity

20% increase
in outpatient coder productivity

1.5 coders
moved from coding to other responsibilities
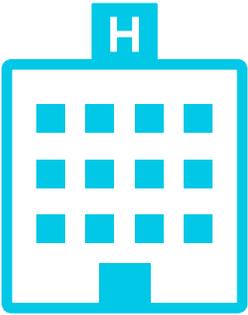
Hospital profile

Location: Texas

Type: Children's hospital, non-profit, private

Beds: 550+

Annual admissions: 25,000+

Their story

State initiatives changed the way this children's facility operated and demanded new technology and a CDI program. With the 3M™ 360 Encompass™ System, this hospital created a new CDI program that made communication between caregivers far easier. The hospital also saw strong productivity and financial improvements. All together the change resulted in a reduction of five outsourced coders (equivalent to 30-percent productivity increase), an increased case mix index for two consecutive years, and a decrease in medical necessity denials.

Their results with 3M 360 Encompass

5 outsourced coders

no longer required

10% increase

in case mix index
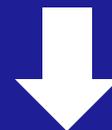
Decrease

in medical necessity denials
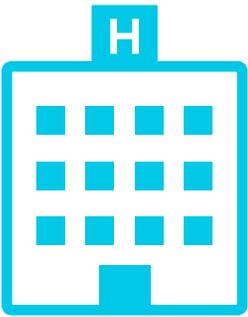
Hospital profile

Location: Tennessee
Type: Multi-hospital, integrated, non-profit
Beds: 1,500+
Annual admissions: 50,000+

Their story

Recognizing the need to optimize its resources for both coding and CDI, this healthcare system improved its workflow by using the 3M™ 360 Encompass™ System. Now the organization is experiencing improved coding and DRG accuracy.

Their results with 3M 360 Encompass

98%
coding accuracy

at time of final coding

93%
accuracy

in DRG assignment
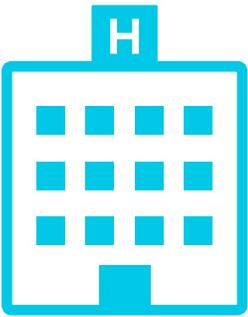
Hospital profile

Location: Utah

Type: State, academic, multi-specialty

Beds: 450+

Annual admissions: 22,000+

Their story

This innovative healthcare system used the 3M™ 360 Encompass™ System to improve productivity and documentation quality, but also realized additional benefits. Upon seeing a 15 percent increase in case mix index and and a 9.8 percent decrease in discharged not final billed (DNFB), the system expanded use to include the quality department. This allowed the CDI and quality teams to identify real-time patient data and assess key information before discharge, resulting in a 95 percent identification rate in patient safety indicators (PSIs) and hospital-acquired conditions (HACs).

Their results with 3M 360 Encompass

95%
identification rate

in patient safety indicators (PSIs) and hospital-acquired conditions (HACs)

9.8%
decrease in discharged not final billed (DNFB)

15%
improvement in case mix index
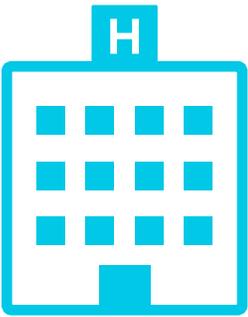
Hospital profile

Location: South Carolina

Type: General medical and surgical hospital

Beds: 425+

Annual admissions: 23,340+

Their story

Concerned with outpatient productivity, this healthcare organization implemented the 3M™ 360 Encompass™ System to enhance productivity and transform outpatient measures. The integrated platform is a one-stop solution for streamlining revenue cycles, improving clinician insights and generating accurate reimbursement. The organization abandoned initiatives to add outsourced coders after seeing an increase in productivity with 3M, and instead decreased the number of outsourced coders.

Their results with 3M 360 Encompass

7% increase
in outpatient coder productivity

64% increase
in use of autosuggested codes

4 outsourced coders
no longer required
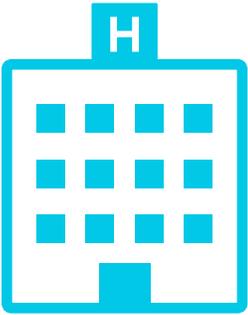
Hospital profile

Location: Colorado

Type: Faith-based, non-profit healthcare organization

Beds: 1,750+

Annual admissions: 84,770+

Their story

To boost its outpatient measures, this faith-based organization implemented the 3M™ 360 Encompass™ System. Shortly after implementation, the organization reported significantly higher outpatient coder productivity and enhanced reporting capabilities. The strategic partnership with 3M set the stage for future growth and enabled maximum functionality across the organization.

Their results with 3M 360 Encompass

## 15.5% increase
in outpatient coder productivity
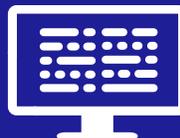
31.2% increase
in use of autosuggested codes

The numbers behind the 3M™ 360 Encompass™ System

More than 2,000 hospitals and healthcare organizations have selected 3M 360 Encompass since it launched in October 2011.
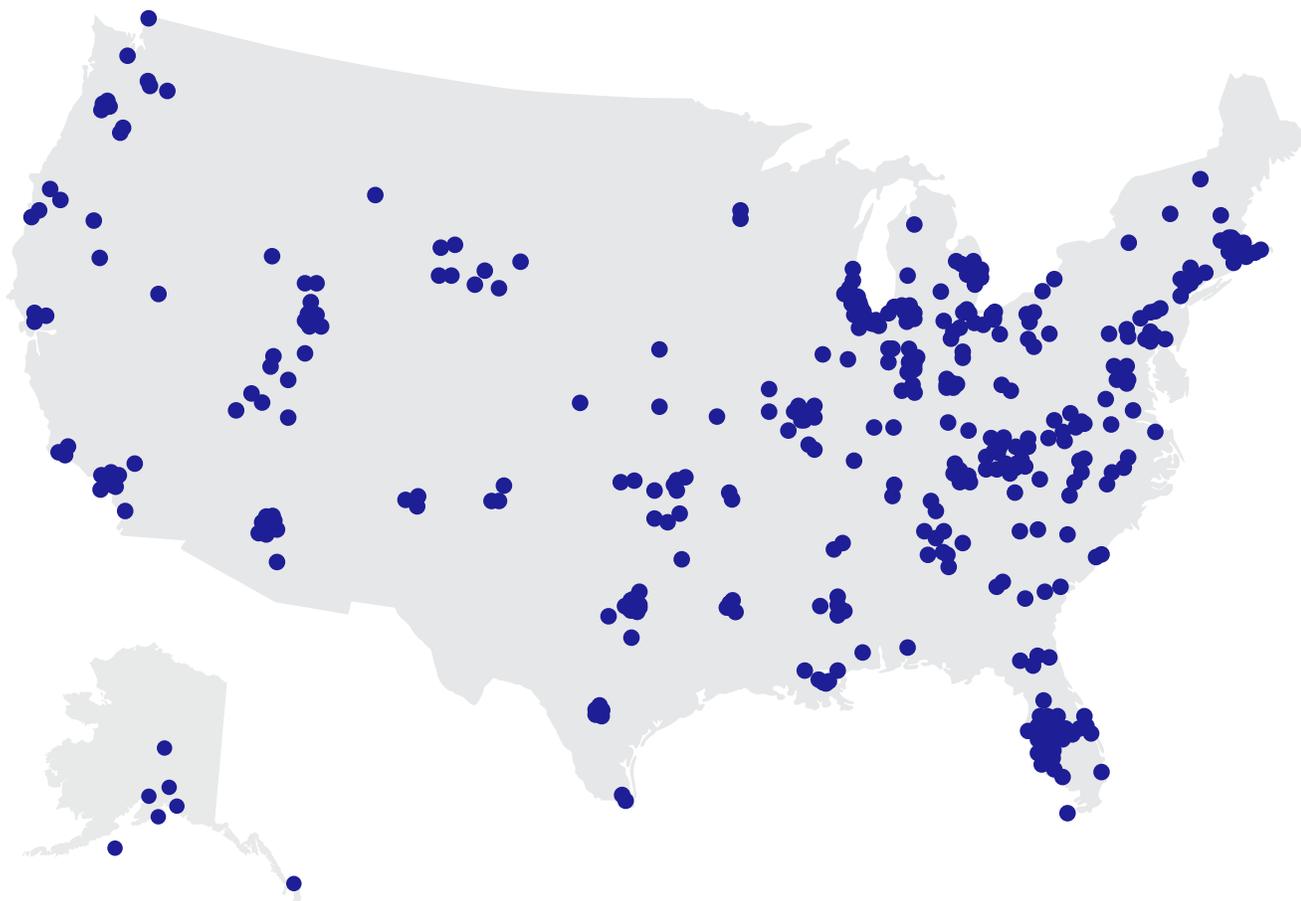
Real clients, real results. What does it mean for you?

Improve clinical outcomes

Measure outcomes

Automate coding

Standardize terminology
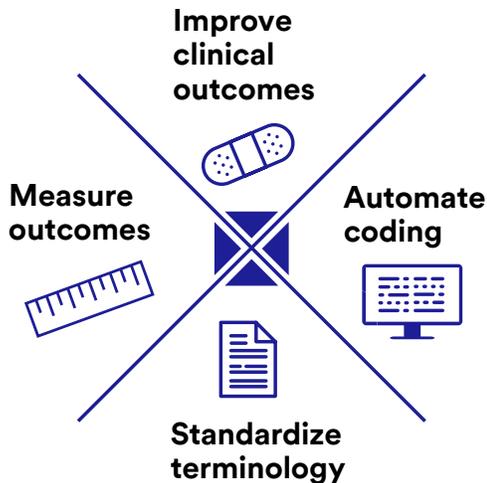
Streamlined processes.

Improved care.

A better bottom line.

More than 2,000 hospitals selected the 3M™ 360 Encompass™ System to provide computer-assisted coding (CAC), clinical documentation improvement (CDI) and an analytical advantage.

3M 360 Encompass is the only automated coding and documentation improvement system that leverages 3M-proprietary natural language processing (NLP) and rules. It seamlessly integrates CAC, CDI, quality indicators and analytics to capture, analyze and advance patient information. And now, the 3M 360 Encompass platform is growing with capabilities for professional fee coding and communication with providers.

Call today

To learn more about the 3M 360 Encompass platform and our entire suite of health information software and services, contact your 3M sales representative. You can also call us anytime at **800-367-2447**, or visit us online at **www.3m.com/his**.

3M