

# 3M clinical documentation integrity (CDI) for community hospitals

- Achieve appropriate reimbursement with cost effective CDI
- Train CDI teams on documentation requirements to improve coding accuracy, billing, profiles and quality metrics
- Improve concurrent review process in ICD-10 using automated CDI software

## The 3M advantage for community hospitals

The 3M™ Advanced CDI Transformation Program has served thousands of 3M clients, typically providing a 2 – 4% improvement in case mix index (CMI). By adding 3M™ M\*Modal CDI Collaborate—software to identify compliance risks, frequently missed concepts, and issues with working DRGs—these organizations can accelerate and sustain their improvements.

Now focused on community hospitals, 3M Consulting Services combines its expertise and CDI software to meet the documentation challenges and budgetary constraints of rural and community hospitals.

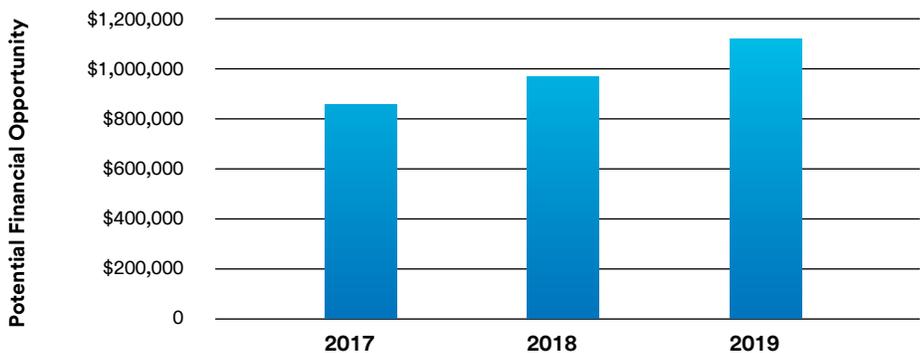
## Community hospitals: Squeezed from all sides

More than 2,000 small, rural and community hospitals act as primary care facilities to more than 70 million people living in widely varied geographical areas of the U.S. Many rural hospitals struggle to keep up with changing Medicare and Medicaid reimbursement levels, costly technology investments to satisfy interoperability program requirements, an influx of uninsured or under-insured patients and personnel shortages.

Clinical documentation accuracy and completeness, coding productivity and clean claims are critical for all hospitals, but especially so for community hospitals, where every dollar counts. The financial picture becomes very clear when organizations analyze MEDPAR data.

The sample chart below shows the **potential financial opportunity** for a small rural hospital as identified from its 2017-2019 MEDPAR data. This small hospital has more than \$1 million in identified opportunities\*, which continues to grow each year.

This chart indicates the need to better capture complications and co-morbidities. When 3M clients implement an advanced CDI program or revitalize a lagging one, they typically achieve the identified opportunity.



<b>\$ Opp @ 50%</b>	\$863,270	\$949,430	\$1,152,494
<b>MEDPAR patient population</b>	2,495	2,630	2,674
<b>\$ Opp per case @ 50% realization</b>	\$346	\$361	\$431

\*This is not a guarantee of results; actual results depend on the organization. Please note that these calculations are based on Medicare patient population only. No other payer considerations are made in this calculation. Financial opportunity per case is based on a 50% realization of the hospital's gap in performance related to the best practice performance of the Medicare population.

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## Good news for community hospitals

3M CDI for community hospitals is a program that combines **consulting, training and software**; all designed to strengthen inpatient record documentation. The program establishes a coordinated, systemic process that helps a concurrent review team to strengthen communication between caregivers, physicians and coding professionals.

When a physician responds to clinically-driven questions from a well-trained review staff before the patient's discharge, more specific documentation can be captured. 3M CDI for community hospitals helps educate appropriate staff members on the complexities of ICD-10 and selected high volume diagnoses and procedures, so documentation can include the required specificity. The program also prepares clinical reviewers to perform physician queries that fully capture the patient's severity of illness and risk of mortality

## How it works



**Phase 1: Planning.** In the initial phase, 3M consultants will evaluate the current CDI program for opportunities for improvement, including CDI staffing. If no CDI program exists, 3M will assess and design a CDI program.

3M also works with the organization to obtain executive level and physician support. Following the assessment, 3M consultants create a custom implementation plan for the hospital.



**Phase 2: Scalable training for CDI staff and physicians.** This educational phase includes core classroom and "on-unit" clinical training of the concurrent review team and coding staff. 3M consultants can provide physician education at the specialty level and focus on key concepts related to the services. The training phase reviews ICD-10 documentation requirements, methodologies and focuses on high volume diagnoses and procedures.



**Phase 3: Follow-up and performance monitoring.** As part of the project, **3M consulting services** monitors financial and outcomes data reporting, using tracking software to measure process success factors.

In addition to monitoring, 3M provides a focused, onsite follow up review to fine tune the process, refresh any weak points in the knowledge base and further strengthen the acceptance of the process improvements by everyone involved in patient record documentation. Ongoing education is provided via weekly webinars through 3M consulting services' CDI network.

## Also included: Right-sized 3M CDI software

3M CDI for Community Hospitals incorporates proven technology to provide ongoing support for the documentation improvement process. **3M™ M\*Modal CDI Collaborate** is a cloud-based, automated, concurrent review tool to provide clinical documentation guidelines interactively.

## Call today

For more information on how 3M solutions can assist your organization, contact your 3M sales representative, call us toll-free at **800-367-2447**, or visit us online at **www.3Mhis.com**.



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Published 12/20  
70-2011-6618-1