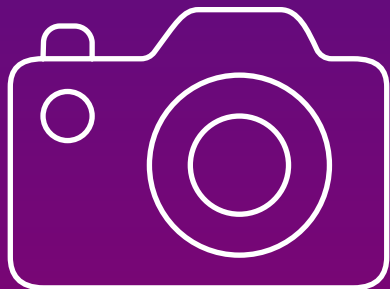# 3M Science. Applied to Life.™

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 specialities 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
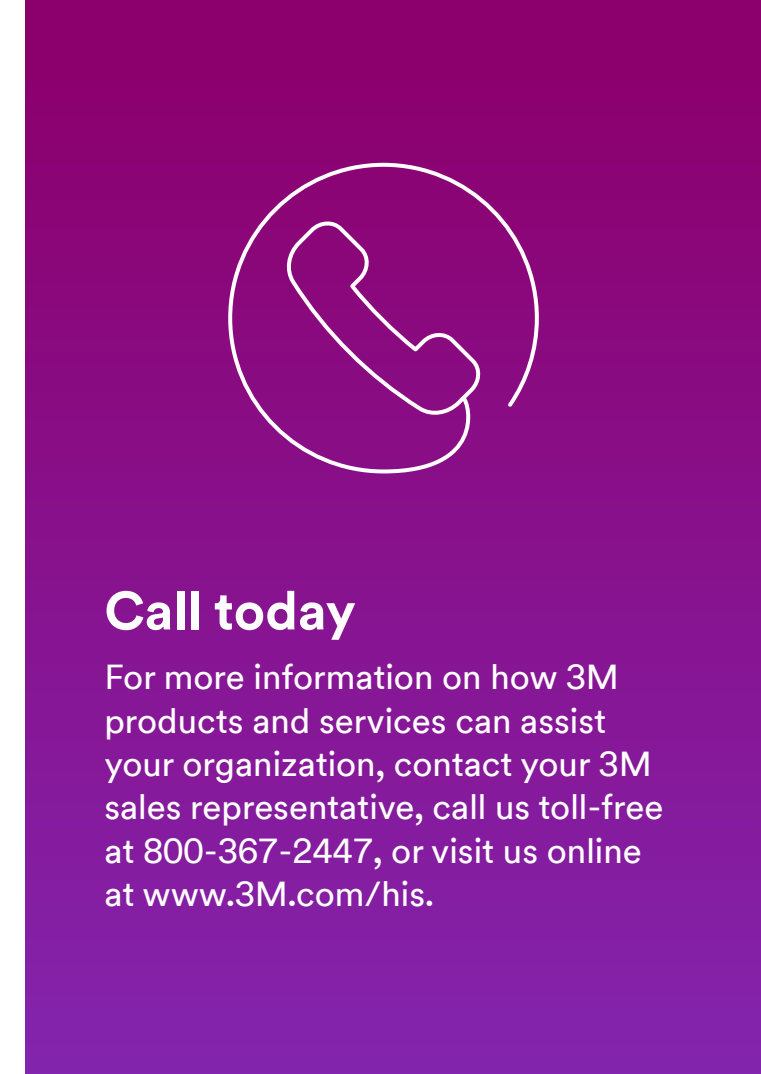- Directly interface with many major EHRs in the market

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.**

Call today

For more information on how 3M products 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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