

# **Hospital Revenue Recovery for the Long Term** How A Holistic Pre-Bill Review Program Yields Lasting Results

Denials have been on pause during the pandemic. Proactive pre-bills promote revenue lift and reduce denials on the back end. Revenue recovery is the first step to a healthy tomorrow for acute care hospitals.

| \$42,000  |          | \$74,000                    |
|---|----------|-----------------------------|
|   |          |                             |
| \$6,000   | \$28,000 |                             |
|   |          |                             |
|   |          |                             |
| Projected average charge per COVID-19 inpatient |          | \$36,000 -<br>\$46,000 loss |
| Projected average allowed per patient           |          | \$46,000 loss               |

of denials are recoverable of denials are preventable

in revenue at an average hospital resulting from denials prevention

# Traits of a Strong **Pre-bill Review Program**

- Physician led program by a staff of full-time board-certified, credentialed and practicing physicians with knowledge of coding guidelines.
- Customized DRG focus list with continuous refinement based on program specific data and analytics.
- Access to a clinical coding team to include clinical coding analyst, CDS, and physician for questions and clinical clarifications.
- Defense assistance if the DRG assignment of any chart reviewed is challenged by a 3rd party.
- Daily pre-bill review recommendations, physician-led webinars, and education library for knowledge transfer.

opportunities, denials and

physician engagement.

Physician-led analysis provides insight into ROI, including trends

for coding and documentation

A strong CDI program and proactive approach help accelerate success toward value-based reimbursement. Daily pre-bill reviews of Medicare records and other payers continually drive coding and documentation compliance yielding a 700% or more return on investment annually.

## **Steps to Transform Clinical Documentation Across the Continuum**



### **IDENTIFY**

Pinpoint vulnerabilities through data analysis, chart reviews and CDI process assessments.



#### **CUSTOMIZE**

Craft a customized, physician-led program infrastructure for a comprehensive and effective CDI strategy.



#### **PREDICT**

Analytics to illustrate areas with the greatest impact for the organization.



#### **MONITOR**

Performance monitoring using a data driven approach with frequent monitoring to achieve optimal outcomes.



**Engagement and** participation should include these team members for a sustainable CDI program.

# **Trust the Enjoin Method**

# ASSESS -

\$500M in revenue recovery ······BUILD \$195M

in revenue protection

**700% ROI** on average

opportunities. Request your assessment at https://www.enjoincdi.com/30-day-pre-bill-review/.

# ----SUSTAIN

5K hours

of physician delivered education

17x less likely for a denied claim in pre-bill reviews

Over 1.5M charts reviewed

Request a Pre-bill Review Today Take a deep dive into your current level of MS-DRG accuracy to discover new revenue and education

\* https://www.fairhealth.org/press-release/total-charges-for-all-hospitalized-covid-19patients-may-reach-up-to-1-4-trillion-fair-health-study-finds

\*\* https://www.beckershospitalreview.com/finance/best-practicestrategies-to-protect-earned-revenue-through-effective-denials-prevention.html

