



Optimizing the Working DRG and Revenue Cycle Through Real-Time Physician Notifications

Feb 28, 2023

Speakers





Michael John Davis, MD Associate CMIO, Acute Care Director of Inpatient Systems Tufts Medical Center





Patricia Chua, RHIT, CCS, CCDS President Innova Revenue Group





Gerry Petratos, MD, MS CEO Hiteks Solutions







CDI CASE EXAMPLES Query Challenges





Patricia Chua, RHIT, CCS, CCDS President Innova Revenue Group

Patricia Chua, RHIT, CCS, CCDS, is the COO for Innova Revenue Group. She has more than 20 years of experience in the HIM/CDI/coding industry and is one of the nation's foremost experts in coding and clinical documentation integrity (CDI). She is proficient in all aspects of CDI, revenue optimization, inpatient and outpatient coding, auditing, charge capture, and regulatory compliance.

INNOVA Revenue Group is a small company with the main purpose of assisting organizations to achieve their financial, organizational, and operational goals. INNOVA Revenue Group provides short-term, interim, and long-term end-to-end revenue cycle services for a variety of specialties and facilities that include acute care community hospitals, critical access hospitals, home health facilities, long-term care facilities, ambulatory surgery centers, outpatient clinics, individual provider practices, long-term care hospitals, and psychiatric hospitals. Our cost-effective support/solutions help any size health system or group maximize revenue cycle compliance, efficiency, and productivity.

Case #1 Debridement





Case Scenario: Patient presented with sepsis and was found to have an abscess in the right hand as well as right wrist septic joint. He was taken to the OR for incision and drainage. Blood cultures became positive for MSSA.

Procedure Note:

1. Irrigation and debridement of skin, subcutaneous tissue, and muscle for abscess, right thenar musculature.

Careful dissection was carried down through the skin and subcutaneous tissue bluntly. There did not appear to be any new pus; however, we did take cultures. The area was thoroughly irrigated, first with saline and then a 3-minute IrriSept soak was done and then he was irrigated with saline. Any marginal-appearing tissue was sharply debrided with tenotomy scissors and removed. The area was packed open.

Case #1 Debridement





- Excisional vs. non-excisional
- •Type of instrumentation used
- •Depth of debridement (skin, subcutaneous, soft tissue, muscle, bone)
- Wound measurements
- Type of tissue excised

Pre-Query DRG

871 SEPTICEMIA OR SEVERE SEPSIS WITHOUT MV >96 HOURS WITH MCC

RW: 1.9572

Exp Reimbursement: \$21,682.09

Post-Query DRG

853 INFECT & PARASITIC DISEASES WITH O.R. PROCEDURE WITH MCC

RW: 4.9010

Exp Reimbursement: \$33,586.04

The provider responded to the query two days after the patient was discharged. Response: "The OP note describes the procedure sufficiently."

CDI responded that we needed further details to properly code the procedure.



On the 4th day post discharge, the provider responds to the query that "My note says removed; this is a synonym for excised. I don't see a need to modify that." CDI ask that the provider please call to discuss.



On the 8th day post-discharge, the provider updated the OP report to include the debridement documentation specifics.

Case #2 Pneumonia





Case Scenario: Patient admitted for acute blood loss anemia in the context of GI bleeding. EGD showed multiple gastric and duodenal ulcers. The patient also with cough and dyspnea. Admitting chest x-ray showed possible RLL infiltrate. The patient was started on Azithromycin. Subsequent chest CT scan showed airway thickening and ground-glass opacities. The patient started on Vancomycin.

Progress Notes:

"Patient with possible RLL pneumonia"

Query Opportunity: CDI sent a concurrent query for pneumonia specificity and if it was a definite diagnosis.

 Aspiration pneumonia supported with the use of Vancomycin.

Case #2 Pneumonia



The query
was not
answered by
the provider
while the
patient was
inhouse



On the 3rd day post-discharg e, the provider completes the discharge summary and does not include the diagnosis of pneumonia or possible pneumonia.



On the 5th day post-discharg e, the case is escalated to the physician advisor for no provider response.



7 days
post-discharg
e the provider
adds an
addendum to
the discharge
summary
adding
aspiration
pneumonia.



Pre-Query DRG

378 G.I. HEMORRHAGE WITH CC

RW: .9850

Exp Reimbursement: \$7,459.97

Post-Query DRG

377 G.I. HEMORRHAGE WITH MCC

RW: 1.7780

Exp

Reimbursement:

\$12,750.57

Case #3 Malnutrition





Case Scenario: Patient admitted with a history of metastatic pancreatic cancer who is admitted to the ICU following a biliary drain placement for a bile duct obstruction.

Progress Note:

Poor nutrition

-Has some element of gastric obstruction based on EGD

Dietician assessment ordered

RD Note:

Patient meets ASPEN criteria for moderate protein-calorie malnutrition as evidenced by the following:

Weight loss: 17.87% in the last 6 months

Insufficient energy intake: < 75% (average) of estimated energy requirement for > 7 days. Of note, patient has been able to eat > 75% of some meals recently; ate 100% of lunch today per nursing documentation.

Case #3 Malnutrition



Query Opportunity: CDI sent a concurrent query for the malnutrition degree.





\$6,303.77





Al Solution: CAPD360 Insight



CAPD360 Insight For NoteReader CDI







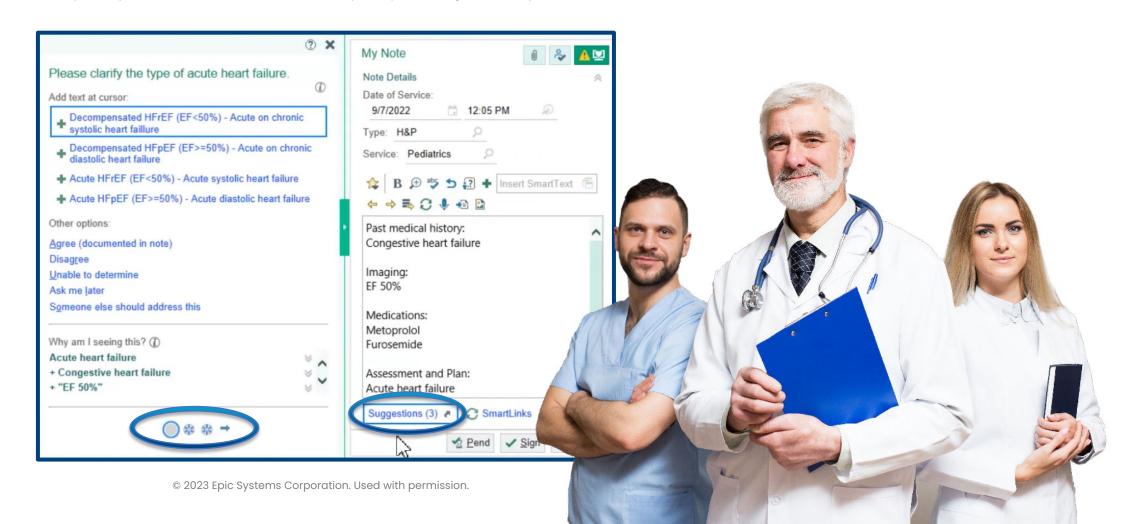


▶Epic's Gold Standard CDI Workflow App



Epic's ONLY Embedded Note Editor within the EHR note screen

Complete provider documentation for quality rankings & compliant reimbursement

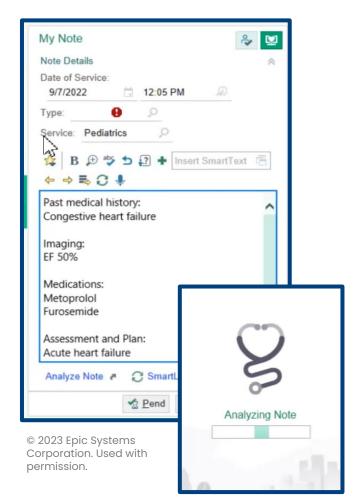


Realize the Power of Concurrent, Proactive CDI



Embedded Editor



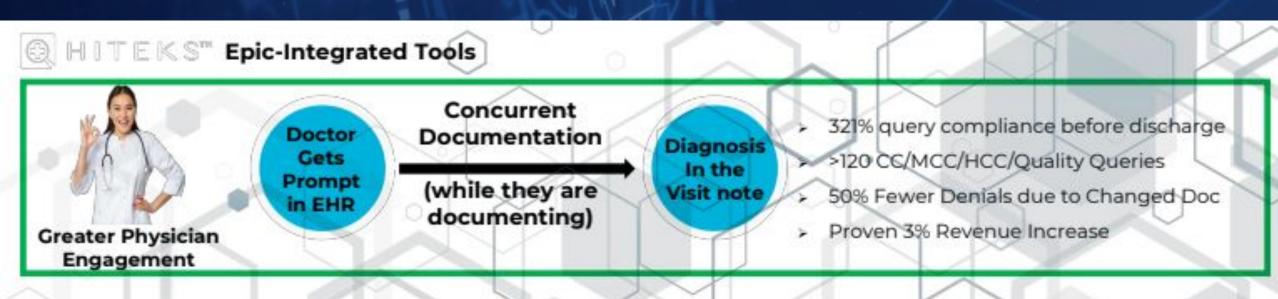


Care Team Mode

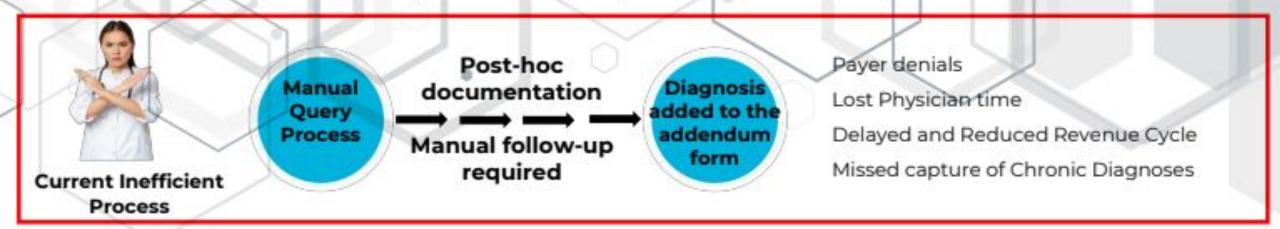


Physician Workflow with CAPD360



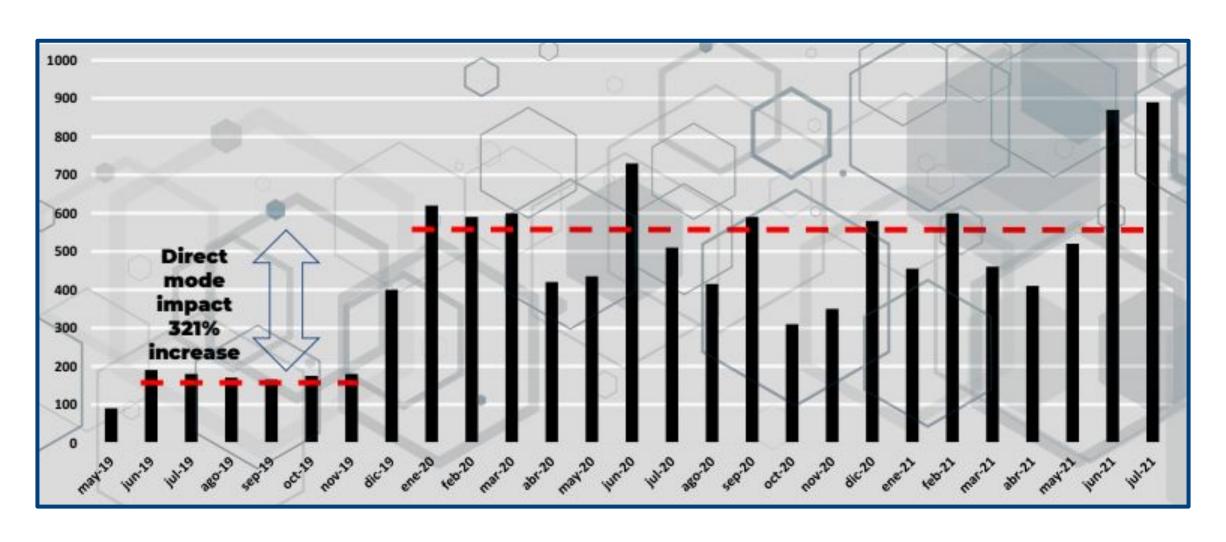


Manual or No Concurrent System (without HITEKS)



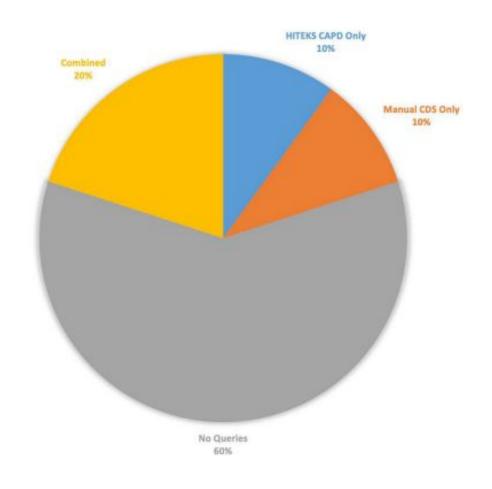
3x Greater Physician Response to Queries Before Discharge





Revenue Opportunities





The sooner the physician receives a query, the sooner and more accurately they are to respond.

- Revenue increases are 3% per queried account (~30%) =
 ~\$10,000 per inpatient bed
- All HITEKS clients have their Medicine CMI > 50% nationally

Embedded, Direct & Silent Modes



Embedded Direct Mode

Presented to Individual
Providers with notification
under their Note
(not via inbasket/email)

Uses Note side-bar:
Query Title, Suggestions
& Evidence

Reduce denials from changed documentation
Reduce overall query burden

Care Team Direct Mode

Presented to all
Providers of Record for Signed
Notes

Uses Preferred Screens:
Note Side-bar, To-Do
List, Patient List

Increase responses by providers before discharge by 321%

Silent Mode to CDS

Presented "Silently" in Epic
Work Queues (E.g.
Complex Queries like
Sepsis)

Automates Sending to Provider in Preferred Screens

Follow-up for Queries that are not responded to

Extensive Query Library



HCC, MS-DRG, MS-DRG Base, APR Base, APR SIO/ROM Impact



Abdominal Pain	Acute COPD/Asthma	Hypomagnesemia
Abnormal CXR on Antibiotic	Cor Pulmonale	Hyponatremia
Acidosis	Debridement	Hypophosphatemia
Acute Blood Loss	Diabete Mellitus Hyperglycemia	Incision and drain
Acute Heart Failure	Diabetic Hyperosmolarity	Malignant Hypertension
Acute Hypercapnic Respiratory Failure	Diabetic Ketoacidosis	Nicotine Withdrawal
Acute Hypoxic Respiratory Failure	Drug Overdose	Pneumonia Specificity
Acute Myocardial Infarction	DVT	Pulmonary Embolism POA
Acute on Chronic Diastolic Heart Failure	Dysphagia Phase	Respiratory Failure
Acute on Chronic Systolic Heart Failure	Elevated lactate with Sepsis (Severe Sepsis)	Sepsis
Acute Respiratory Failure	Elevated Troponin	Sepsis with specific sources of infection
Acute tubular necrosis	Fracture	Shock
AIDS/HIV	Gastroenteritis	Simple Pneumonia
ARDS	Hepatic Failure Severity	SIRS
Asthma Severity	HIV - Symptomatic/Asymptomatic	Spinal Cord Edema
Acute Asthma/COPD	Hypercalcemia	Thiamine Deficiency
Atrial Fibrillation	Hyperkalemia	Thrombocytopenia
Bowel Obstruction	Hypernatremia	Uncontrolled diabetes
Child Abuse	Hyperphosphatemia	Urosepsis
Chronic Heart Failure Type	Hypertension	UTI
Coma	Hypocalcemia	UTI Linkage to catheter
Complex Pneumonia	Hypokalemia	

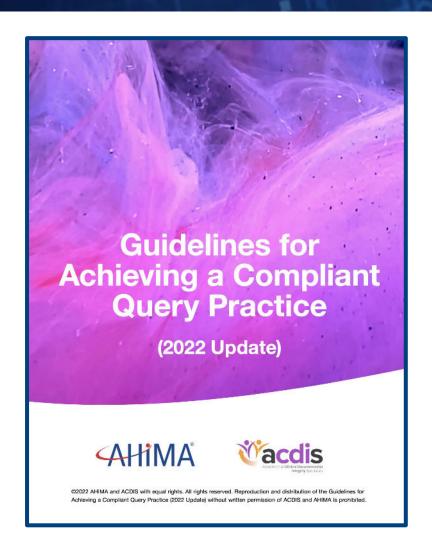
Elixhauser-Focused Queries



Lymphoma	
Malnutrition	
Metabolic Encephalopathy	
Midline Shift	
Mild/Moderate Malnutrition	
Morbid Obesity >35+ & >40	
Obesity BMI>30	
Pancytopenia	
Portal Hypertension	
Pulmonary Embolism Specificity	
Pulmonary Hypertension	
Right Heart Failure Etiology	
Septic Encephalopathy	
Severe Malnutrition	
Solid Cancer	
Subdural Hemorrhage/Hematoma	
Toxic Encephalopathy	
Uncontrolled diabetes	
Underweight	

Compliant Query Practices* Followed by HITEKS





- 1. All queries are memorialized
- 2. Query titles and suggestions are not leading
- 3. Query formats follow the Guidelines
- 4. Provider queries include relevant clinical indicator(s)
- 5. Undocumented diagnoses are not specifically suggested
- 6. Choices provided as part of the query reflect patient-specific conclusions
- 7. Prior information from other encounters is limited
- 8. Links are provided to access the clinical indicators.
- Impact on reimbursement, payment methodology, quality metrics or severity of illness are not indicated in the query process

CAPD360 Functionality Overview



- Provider Workflow
- 2. CDI Workflow
- 3. Query Configuration
- 4. Reporting



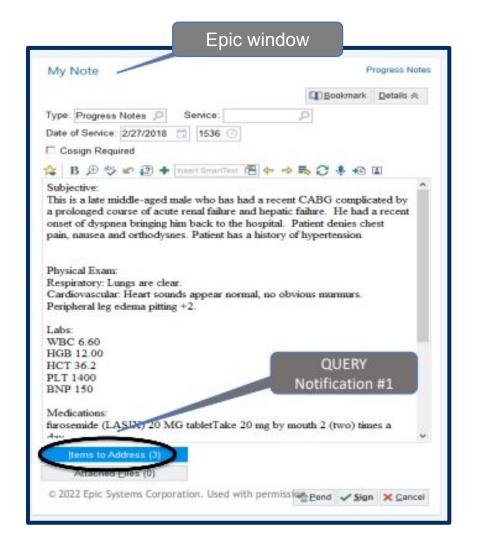


Provider Workflow



• Supports physician compliance with Documentation

- > Available at convenient points in clinical workflows
- > Provider types, dictates or transcribes Responses
- Query appears one second after pended or signed note
- > Only the author for pended notes
- > All providers for signed notes
- Notification in "Items to Address"



Query can be seen and accessed in the Provider's Patient List

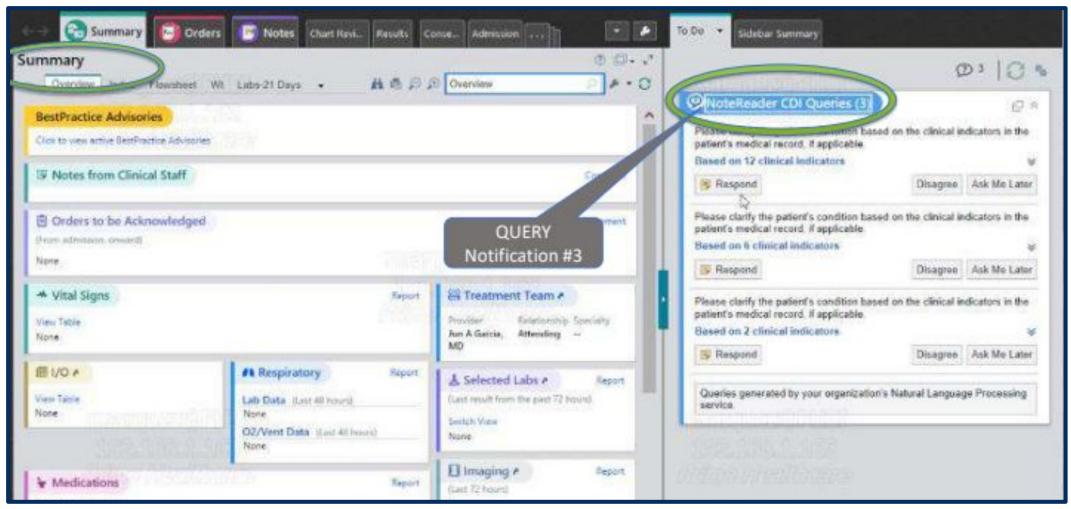




© 2022 Epic Systems Corporation. Used with permission.

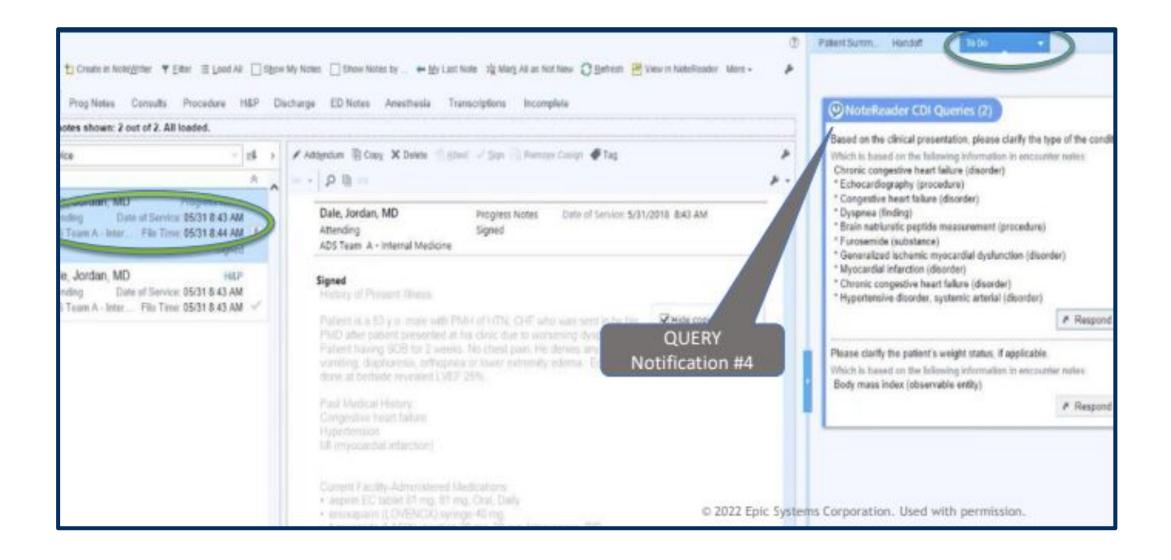
Provider Workflow: Query can be seen in "To-Do" Sidebar





Provider Workflow: Notes Tab

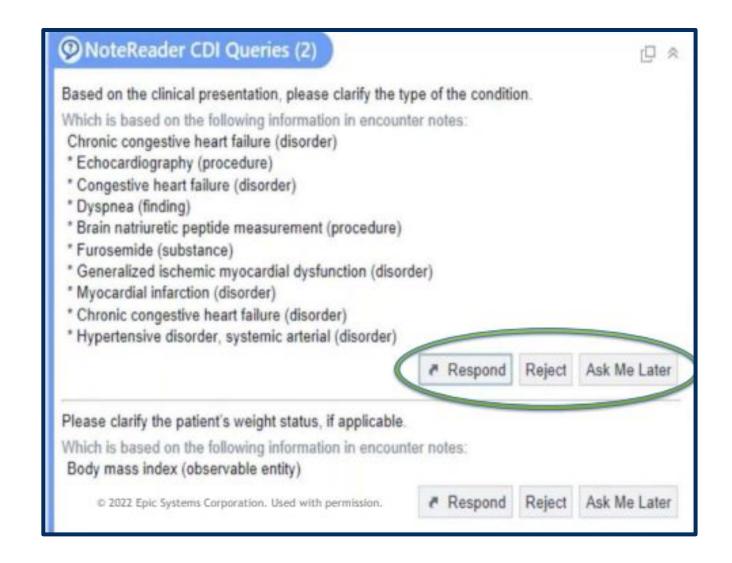




Provider Workflow: Responding to the Query

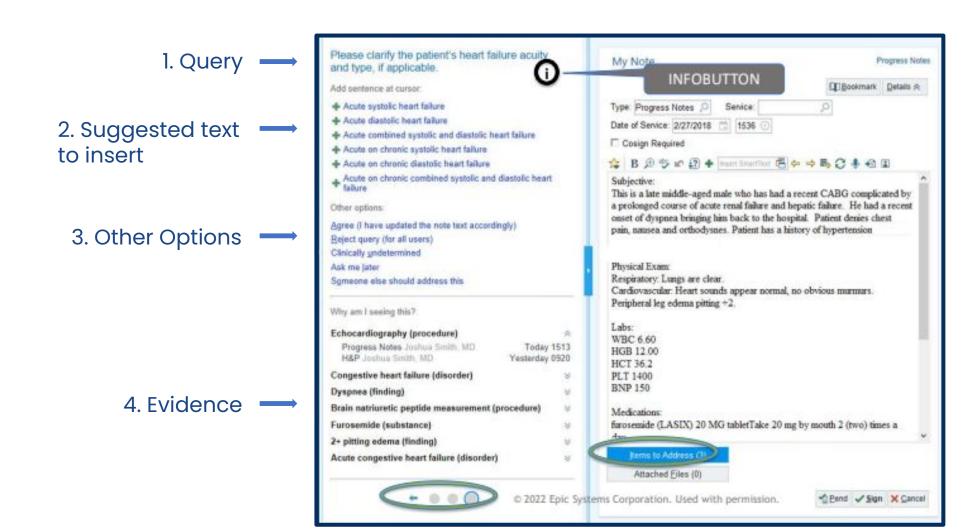


Zooming in on the Query



Provider Workflow: Reviewing and Resolving the Query

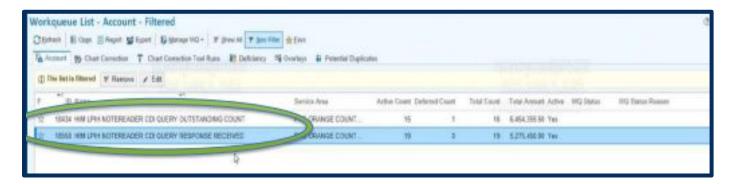




Workflow for CDIS/HIM/Advisors: Epic Work Queues



- Easy to manage using Epic Work Queues
- ➤ Active, Deferred, Completed
- > Configurable by customer
- Select account to review active queries

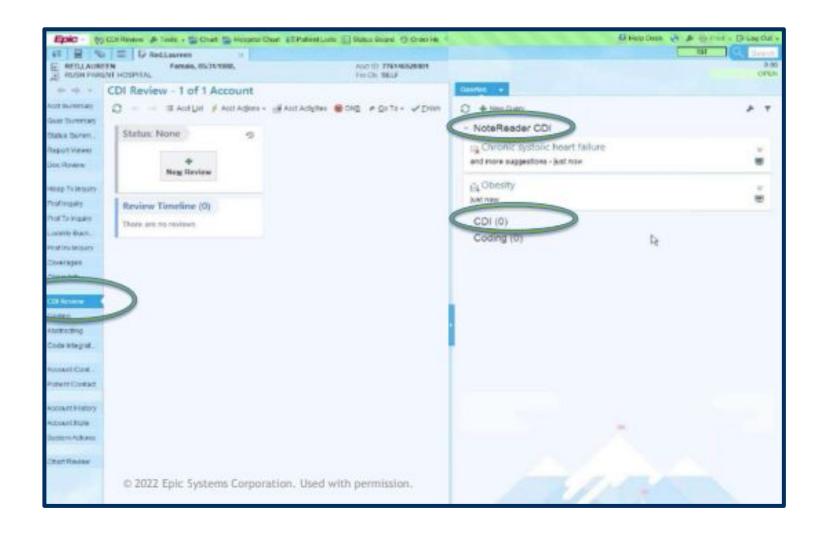




Workflow for CDIS/HIM/Advisors: Reviewing Queries



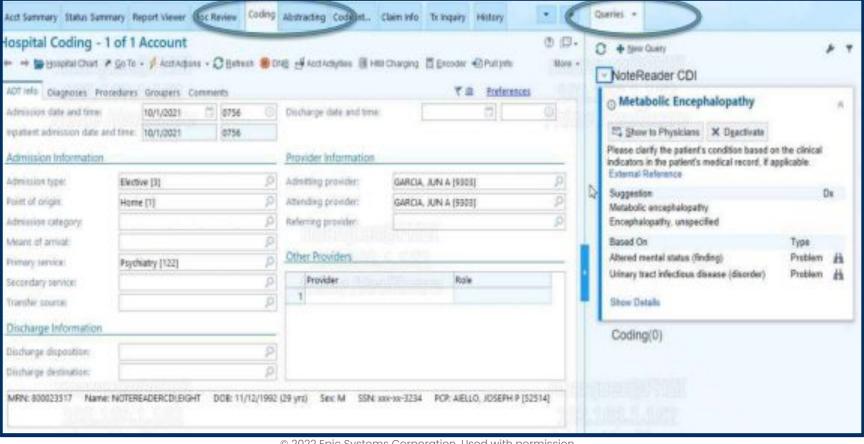
- Includes both autogenerated and manual query review
- Allows for CDI oversight and direction:
- CDI can monitor queries and responses
 Adjustments to queries can be made based upon performance



Workflow for CDIS/HIM/Advisors: **Reviewing Queries**



 Accessible via Coding workflow as well

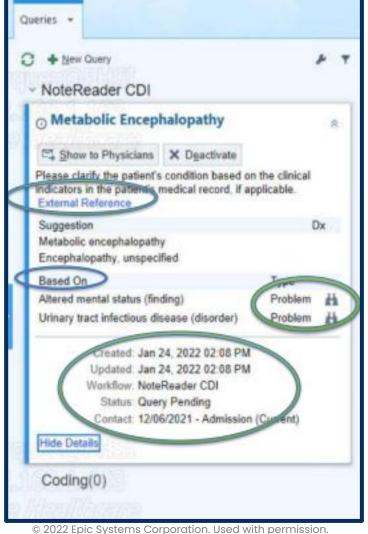


© 2022 Epic Systems Corporation. Used with permission.

Workflow for CDIS: Reviewing Queries



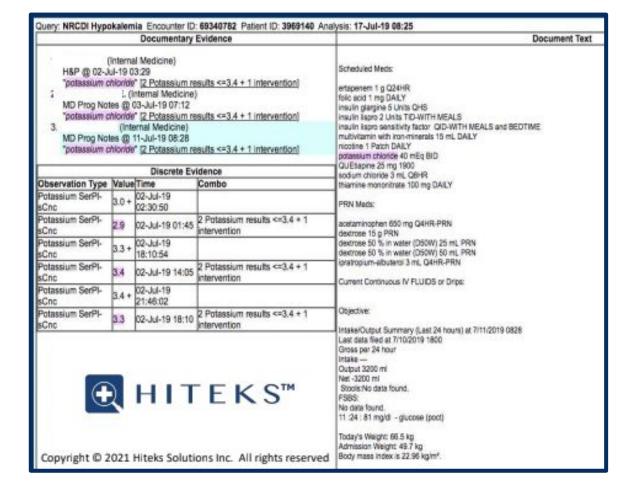
- CDI Review:
- > Views all evidence
- > External reference link highlights evidence in notes
- > Binoculars link to actual note
- > Tracks all responses



External Reference Link



 All evidence is easily identified within Epic during the CDI Review, if necessary



Advanced Configurable Knowledge Base



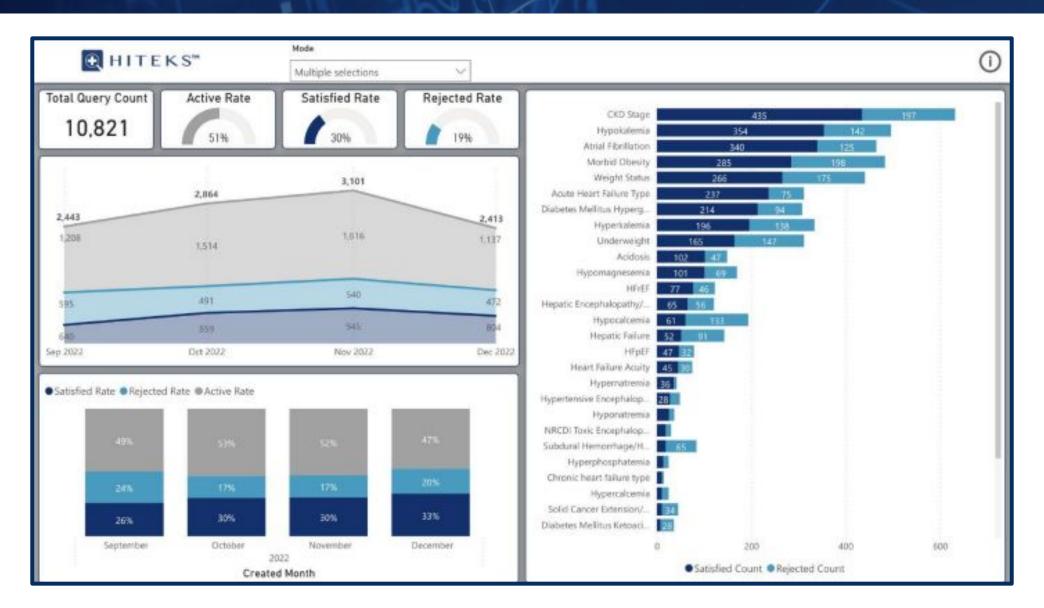
Query logic is configurable:

- 1. Supports changes within minutes
- ☐ Findings, medications, vitals, labs & text strings
- ☐ Specifies note section (e.g. Imaging)
- ☐ Vitals and labs are gender and age range specific
- 2. Query prompt, subject title
- 3. Includes a library of query templates
- 4. Enables changes to HITEKS' foundation build query templates
- 5. Allows new, client-specific & compliant queries



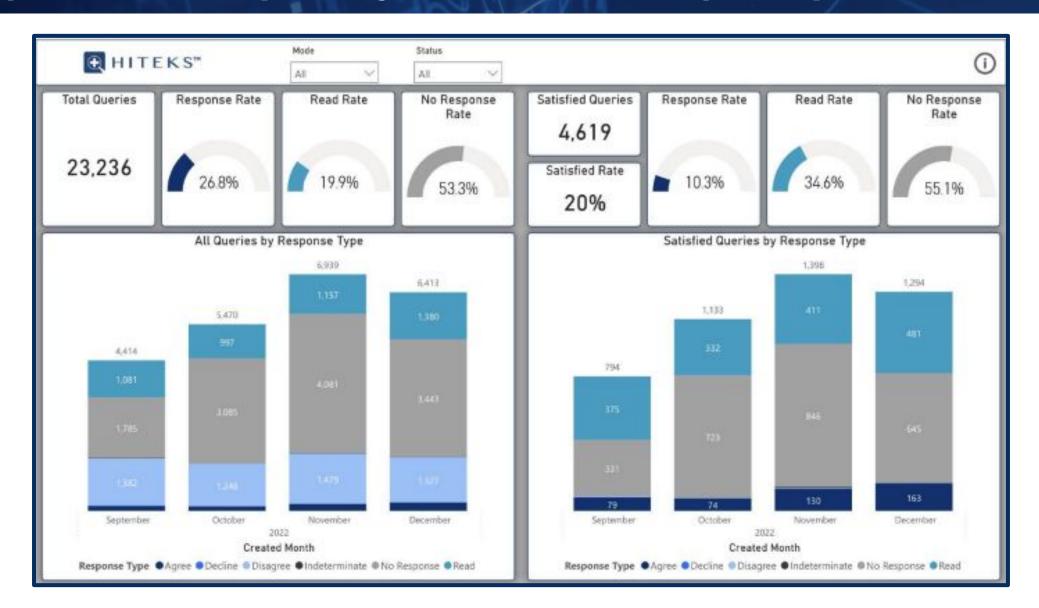
PowerBl Reporting Dashboard: Query Summary (using test data for example only)





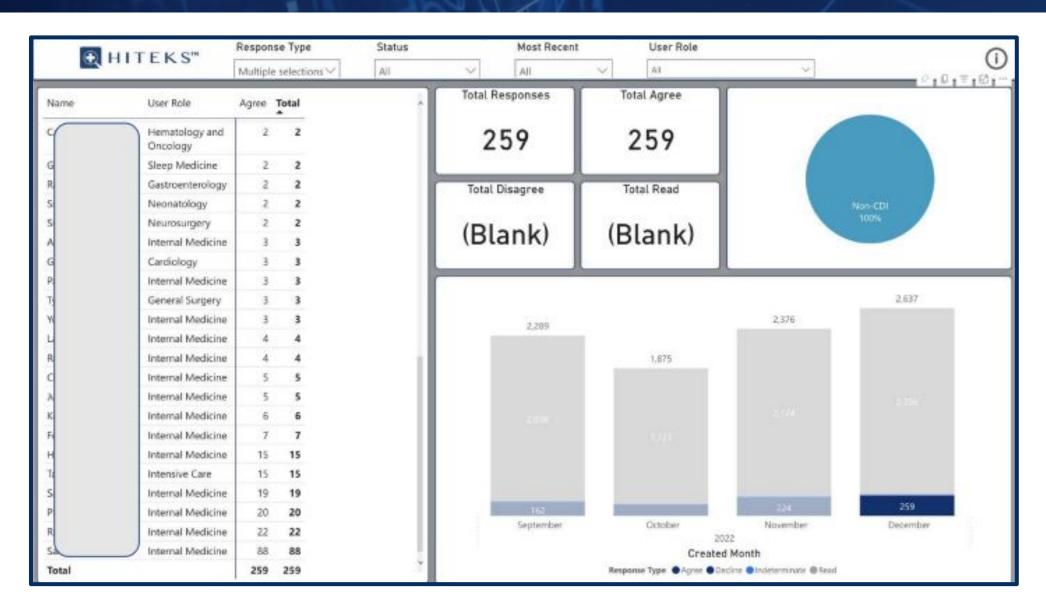
PowerBI Reporting Dashboard: Response Summary (using test data for example only)





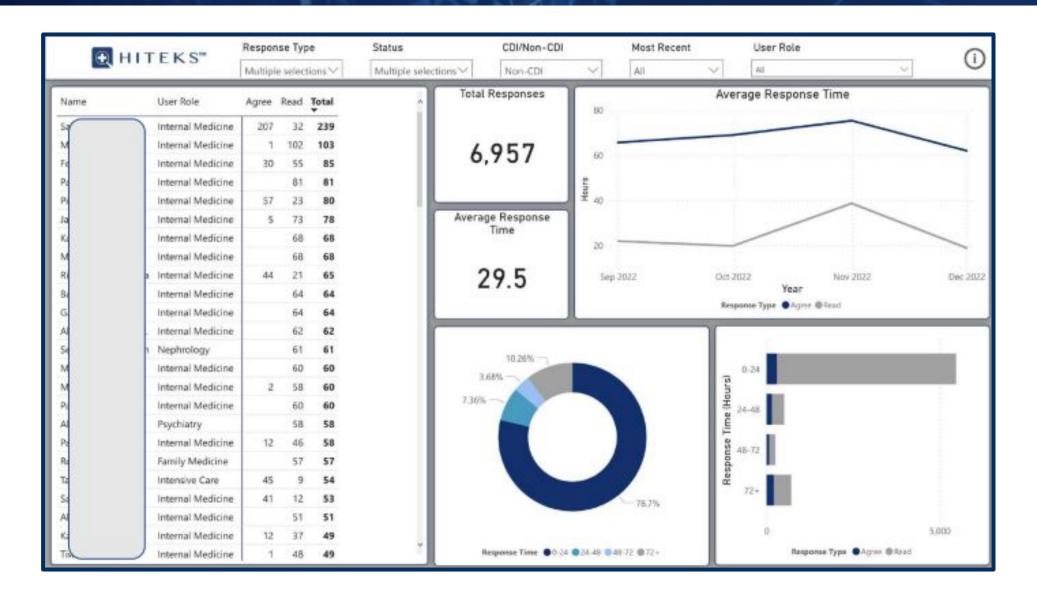
PowerBI Reporting Dashboard: User Responses (using test data for example only)





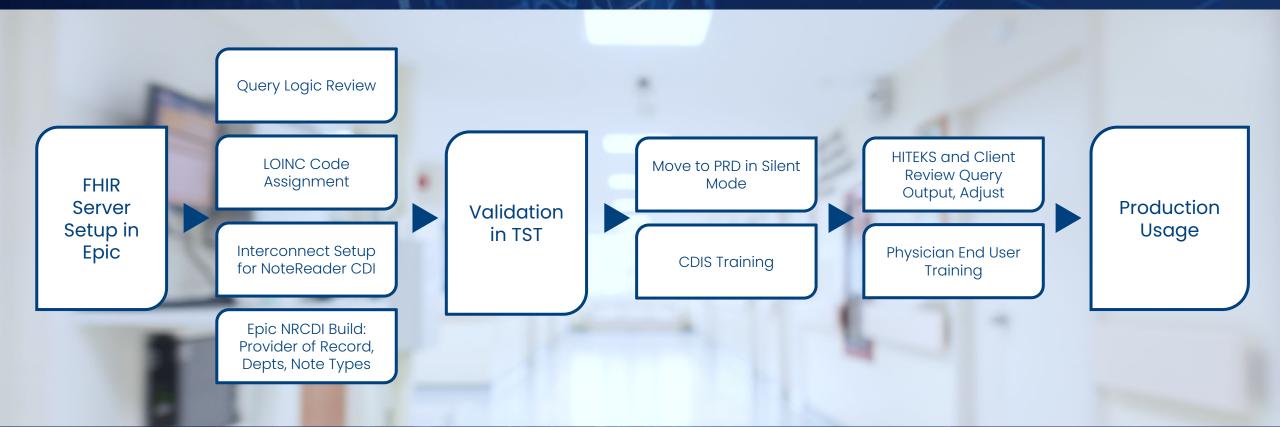
PowerBI Reporting Dashboard: Response Times (using test data for example only)





Epic Interface & Implementation Steps





Week 1

Week 6-8

The HITEKS Difference



- 1. 100% Proactive vs Reactive to boost CMI & Revenues.
- 2. Over 120 query customizable query templates.
- 3. Real-time, fully formed autonomous and compliant.
- 4. Embedded in Epic workflow.
- 5. Proven reduction in provider burden and response.
- 6. No additional software or hardware.

Thank You

Call us at: +1-212-920-0929 Email: info@hiteks.com Visit: www.hiteks.com