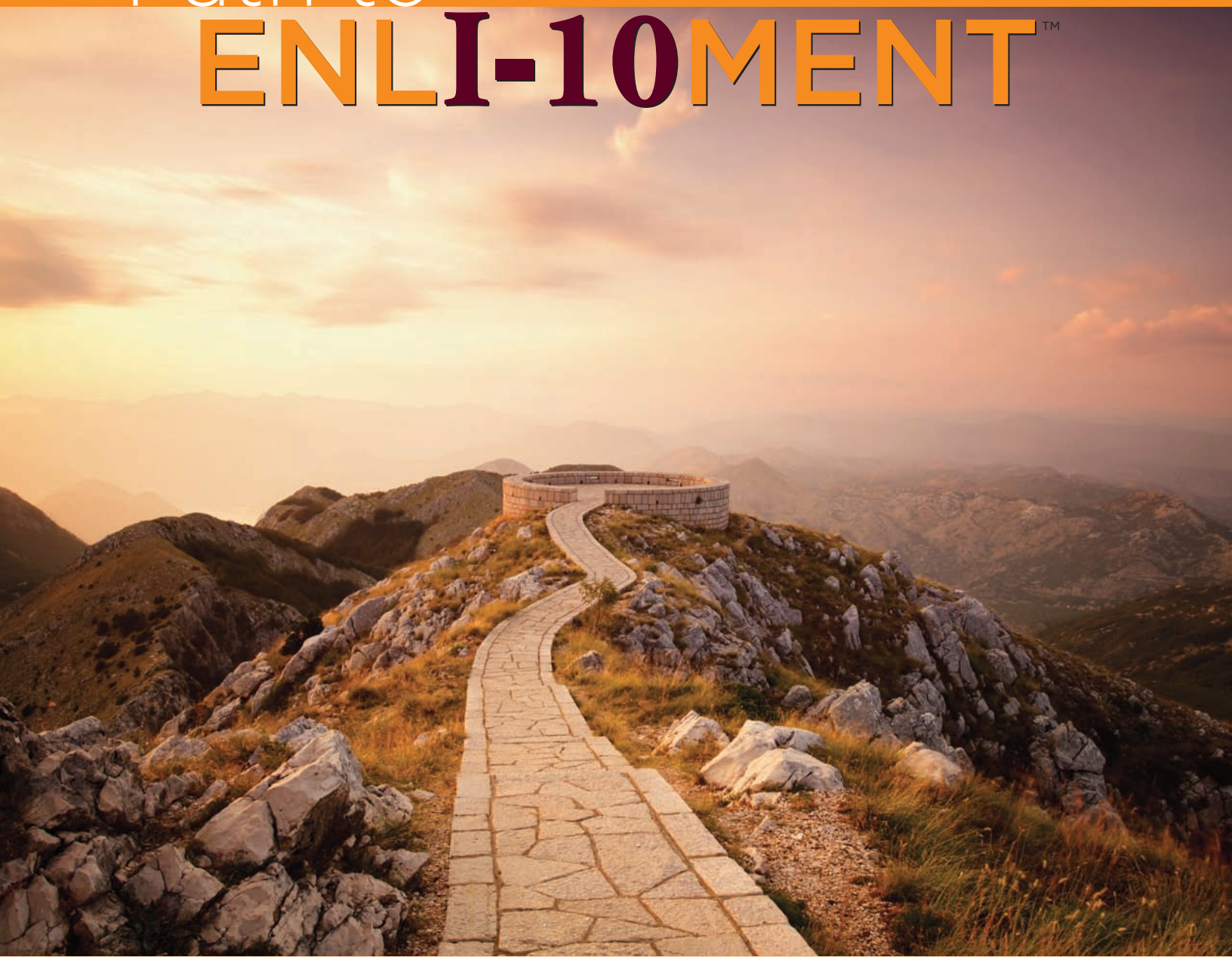


Path to  
**ENLI-10MENT™**



*Helping Hospitals Across America Achieve Revenue Integrity*



# Path to **ENLI-10MENT**™

## Overview of the ICD-10 Transition

On October 1, 2013, medical coding in United States health care settings will change from the current system, International Classification of Diseases, 9th Edition, Clinical Modification (ICD-9-CM), to the International Classification of Diseases, 10th Edition, Clinical Modification/Procedure Coding System (ICD-10-CM/PCS). The transition will require significant business and systems changes throughout the health care industry and will impact all processes and people from finance to compliance to doctors. Every organization that is covered by the Health Insurance Portability and Accountability Act (HIPAA) must make the transition.

ICD-10 codes must be used on all HIPAA transactions, including outpatient and inpatient claims with dates of service or discharge dates on and after October 1, 2013. Otherwise, medical claims and other transactions may be rejected, and providers will need to resubmit them with the correct ICD-10 codes. This could result in delays and will impact reimbursements, so it is imperative that providers start now to prepare for the changeover to ICD-10-CM/PCS.

## The Path To ENLI-10MENT™

Since 2001, Health Revenue Assurance Associates (HRAA) has been a leading solutions provider to the health care industry through: Compliance-Focused Outpatient and Inpatient Coding and Documentation Audits; Education Programs; Chargemaster Reviews; and APC AuditPro™ and DRG AuditPro™ internal auditing software technology. As October 1, 2013 approaches, HRAA is poised to be the leading provider of ICD-10-CM/PCS education and coding services for all US based hospitals and other health care entities. HRAA's *Path to ENLI-10MENT™* is a comprehensive transition solution to this seemingly overwhelming project. HRAA's all-in-one ICD-10-CM/PCS program includes: Education; Coding resources while client staff is undergoing training; Coding resources to handle backlog as productivity levels drop off; and Auditing resources to ensure retention and accuracy.

### Organizations that must transition:

- Hospitals
- Physicians
- Freestanding Outpatient Facilities
- Home Health Agencies
- Ambulatory Surgery Centers
- Reference Laboratories
- Long-Term Care Facilities
- Insurance Companies



## **Andrea Clark, RHIA, CCS, CPCH - President/Founder**

Andrea Clark is a prominent health care industry expert, who founded HRAA in 2001. HRAA is the leading provider of Revenue Integrity Services for Health Information Management and the entire revenue cycle. To create the *Path to ENLI-10MENT™* curriculum for the ICD-10 transition, Andrea leveraged more than 30 years of experience working with health care professionals, information systems, hospital coding, operational and compliance training and her reputation as the gold standard for validating entitled reimbursement based on accurate coding, reliable data transfer, and complete documentation.

Andrea brings life, interest and utility to her training sessions. She presents the material in a relevant, frank, and conversational way that informs and motivates the audience. Past training participants have found her to be a “well informed, easy to listen to and exciting speaker” and said, “because of her experience in the field, Andrea is able to give real examples that I could apply to my coding situations. She makes it easier for me to understand and apply.”

Since 1999, Ms. Clark has been selected as a featured speaker at both the American Health Information Management Association (AHIMA) and the American Academy of Professional Coders (AAPC) national conventions. As an active speaker, educator and motivator, Ms. Clark has presented hundreds of seminars for industry organizations, state hospital associations, AHIMA and HFMA state and local chapters throughout the country. Andrea was a 2010 Stevie Award For Women In Business Finalist for Most Innovative Company.



# Path to ENLI-10MENT™

## **The Journey**

Training, while customized for each client, is designed to be delivered in a combination of on-site and Web-based education modules with corresponding aptitude tests. The journey is broken down into organization and preparation, treks to four camps representing training modules, the charge to the summit on October 1, 2013, and the descent with support and auditing services.

## **Prepare For The Climb**

Start now. Plan for a slow and steady climb for minimal disruption to business operations and the peace of mind that comes with the support provided by a trusted expert. Partner with HRAA for a transition solution that includes education, coding resources while client staff is undergoing training, coding resources to handle backlog as productivity levels drop off, and auditing resources to ensure education retention and accuracy.

## **Start At Base Camp**

Begin with strong footing. The education curriculum, designed by Andrea Clark, begins with a customized timeline for each client and a steady build up of training by ICD-10 CM/PCS certified instructors. The customized, extensive, and measured education and training curriculum incorporates aptitude testing at each interval for maximum comprehension, retention and confidence.

## **Trek To Camp 1**

ICD-10-CM Diagnosis Training and Assessment Module:

All 21 chapters will be covered with a corresponding aptitude test following the completion of each 2-chapter interval.





### **Trek To Camp 2**

ICD-10-PCS Procedure Training and Assessment Module:

All Root Operations paired with anatomy instruction will be covered with a corresponding aptitude test following the completion of each interval.

### **Trek To Camp 3**

Client-specific Medical Record Advanced Level Training Module:

Inpatient and Outpatient Coders will be trained on all aspects of ICD-10-CM/PCS utilizing medical records from their specific facility or system through hands-on coding exercises.

### **Charge The Summit**

Mandated transition to ICD-10-CM/PCS: HRAA will support you with a team of backlog coders, specifically trained with Andrea Clark's curriculum and coding methodology, to pick up the slack until productivity levels return. As a trusted partner you can count on, HRAA will ensure that cash flow doesn't drop off and that your DNFB is manageable during the initial stages of this transition.

### **Commence The Descent**

End with stability. Challenges will be a part of this process as the ICD-9-CM system has been in place for more than 30 years and the two-part ICD-10 classifications are more complex. There may be a short-term increase in claims disputes and a continued shortage in certified medical coders in hospitals, physician practices, and other healthcare facilities. HRAA will assist clients in their descent with repeat training as needed, backlog coding support, and auditing, both concurrent and retrospective.





## About HRAA

Since our inception in 2001, we have specialized in building reimbursement proficiency by focusing on the entire revenue cycle, especially coding, by providing Recovery Audit Contractors (RAC) oriented audits, education and consulting services. We have developed and implemented revenue integrity programs for hospitals across the country and are committed to providing the most intuitive and effective compliance solutions in the industry.

Our team draws on extensive experience in working with hospitals, information systems, outpatient and inpatient operations and processes to analyze and identify compliance risks to ensure revenue integrity. We take a hands-on approach and work side-by-side to collaborate on the right solution for your needs with the highest regard for ethical standards and responsibility.

Our methodology has always been to go deep in our audits to find the issues, to create a work plan, and to supply the training to correct the problems. We provide solutions that yield measurable results, increased productivity, reduced DNFB, improved coding accuracy and optimized revenue integrity. HRAA is recognized by the South Florida Business Journal as one of the Top 10 2011 Best Companies To Work.

[www.healthrevenue.com](http://www.healthrevenue.com)



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