

Charge ahead

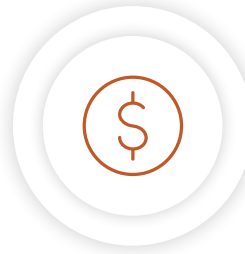
with comprehensive chargemaster management solutions



CDM analysis



Compliance



Strategic
pricing models



Coding and
documentation

From coding to compliance, a hospital's revenue cycle and financial success depends on charge description master accuracy and completeness.

Increased scrutiny on price transparency and the rapid pace of regulatory and code updates requires a modern chargemaster strategy and consistent, recurring chargemaster maintenance.

Our chargemaster management solutions help promote revenue integrity through a wide assortment of features that improve efficiency and productivity, helping to eliminate the costly issues that lead to billing rejections and denials.

Automate
more than **80%**

of the chargemaster review
process with Enterprise
ChargemasterExpert.com

How we elevate hospital chargemaster integrity

Increase productivity with automated CDM analysis

With automation that pinpoints critical edits at the charge line level, Enterprise ChargemasterExpert.com takes the burden off chargemaster review. Its auto-analysis functionality thoroughly scans and identifies potential coding and billing edits for all services, and pharmacy and supply charge lines. Our solution makes it easy to create approval and reporting processes to track and manage change history. In multi-hospital system situations, the analysis compares local and/or regional CDMs to the corporate standard to ensure alignment.

Reduce compliance risk with proprietary content

Reduce compliance issues with coding or within the chargemaster with our searchable Uniform Billing Editor e-book (Ultimate Guide to Facility Claims Submission). A go-to resource for coders and chargemaster coordinators, this proprietary documentation addresses problems that are core to hospital revenue cycle processes. It includes a CPT®/HCPCS to revenue code crosswalk, Medicare coding and billing tips (APCs, IPPS, OPSS, etc.) and more. This is just one example of the content provided within RevenueCyclePro.com.

Dive deeper into complex regulatory compliance topics with RevenueCyclePro.com and California Medicaid Add-ons. Browse Centers for Medicare & Medicaid Services (CMS) National Correct Coding Initiative (NCCI) edits, Medically Unlikely Edits (MUEs), national and local coverage determination (NCD and LCD) policies for medical necessity, national drug codes (NDCs) and California Medicaid (Medi-Cal) edits.

Reduce potential coding denials with access to the latest coding details from RevenueCyclePro.com (future new, revised and deleted with suggested replacement codes). Use this information and other resources, including clinical documentation guidelines, to help develop staff education pertinent to clinical and coding staff. EncoderPro.com offers compliance-related coding resources for health systems managing physician practices and clinics.

Build strategic pricing models with supportive data

Provided as part of the Outpatient Margin Report (Peer Pricing) Add-on, this data is in an easy-to-implement format and allows comparisons of Medicare, CBSA and peer pricing. Access pricing analysis with data from the Outpatient Standard Analytical file (OPSAF) published by the Centers for Medicaid & Medicare Services (CMS).

Improve revenue capture by facilitating accurate and competitive pricing, and ensure prices are above current APC rates — the first steps in setting defensible pricing, using RevenueCyclePro.com. Our APC calculator helps you validate and manage outpatient APC and composite APC reimbursement under Medicare, identify and resolve underpayments, and determine the patient's copayment amount.

Analyze DRG payment rates and ensure accuracy with the RevenueCyclePro.com DRG calculator, which uses hospital-specific DRG calculations for each DRG, based on the operating and capital values in effect for each provider number.

Access drug payment and average wholesale pricing (AWP) data in DrugReimbursement.com. Current AWP package pricing, Medicare Part B ASP and hospital APC/OPSS drug pricing information help you monitor drug charges, costs and expected Medicare reimbursement. Get additional guidance and suggestions on CDM strategic pricing policies and price transparency ruling compliance through Optum Advisory Services.

CPT is a registered trademark of the American Medical Association.

1. Hallock, John. "Change Healthcare Analysis: An Estimated \$262 Billion in Healthcare Claims Initially Denied in 2016," Change Healthcare Healthy Hospital Revenue Cycle Index, 26 June 2017. Web.

\$118 per claim

Average cost for providers to rework each denial¹

Boost data quality with a proprietary coding and billing reference library

Access more than 30 years of medical coding industry experience with web-based tools (RevenueCyclePro.com, EncoderPro.com or DrugReimbursement.com) to manage critical coding, billing and reimbursement elements within a hospital's chargemaster and revenue cycle. Optum360 chargemaster management solutions provide the guidance required to help your organization stay current and compliant.

CPT®, HCPCS, ICD-10 and DRG coding changes and edits are delivered to the application frequently, providing access to the latest coding information. This allows you to refresh your CDM with new, revised and deleted codes quickly. Optum360 proprietary content improves productivity and data quality by helping you confirm that procedure, drug, item and diagnosis codes and related modifiers submitted on claims are valid, accurately assigned and appropriately linked.

RevenueCyclePro.com also provides access to our top-selling Optum360 DRG products, *DRG Expert* and *DRG Desk Reference*. These comprehensive tools provide detail regarding reimbursement, crosswalks, MS-DRG assignment and more. Optum360 proprietary Post-acute Care Library and Clinical Documentation Guidelines content is also accessible.

Ensure chargemaster supply and pharmacy charge lines are complete and valid using our proprietary supply and pharmacy modules. Researching proper coding and billing elements for new drugs and supplies is labor intensive — our Supply Item Master and Pharmacy Formulary allow you to review thousands of supply and pharmacy charge lines with one click. We provide critical insights into whether a supply item is separately reportable or is considered routine per CMS guidance, along with its associated HCPCS, if applicable. This includes flags for incorrect or inappropriately assigned HCPCS, charge lines for supplies not separately billable, charge lines missing for items that are billable, as well as a review of pharmaceutical bill units and appropriate NDC.

Financial challenges are the No. 1 concern for hospital CEOs.²

Avoid the chargemaster being the root of revenue integrity issues.

2. Chess, Eva. "Survey: Healthcare Finance, Governmental Mandates, Personnel Shortages Cited by CEOs as Top Issues Confronting Hospitals in 2018", American College for Healthcare Executives, 25 January 2019. Press Release



Tools to improve chargemaster accuracy and completeness



Enterprise ChargemasterExpert.com: By combining a powerful set of easy-to-use tools to automate chargemaster code validation, data reviews, analysis and updates, Enterprise ChargemasterExpert.com improves efficiency and productivity while helping to eliminate the costly issues that lead to billing rejections and denials. [Explore](#) the features and benefits of Enterprise ChargemasterExpert.com.



RevenueCyclePro.com: Provides hospitals access to a robust online coding referential content library. Use it to review data and medical code sets; answer questions about coding, billing, coverage and reimbursement; and resolve edits, problems and issues to minimize non-compliance exposure. [Explore](#) the features and benefits of RevenueCyclePro.com.



EncoderPro.com: Provides physicians and clinics access to a robust online coding referential content library for all CPT®, HCPCS Level II and ICD-10-CM code sets, as well as Optum360 and Medicare coding guidelines, to ensure coding accuracy, improve billing performance and reduce rejected claims. [Explore](#) the features and benefits of EncoderPro.com.



DrugReimbursement.com: Access to drug coding and reimbursement reference information and a database with up-to-date Medicare coding and billing and reimbursement information for FDA-approved drug codes. The detailed drug data, HCPCS Level II codes and payment rates are provided in an easy-to-use, searchable format. Updating and tracking thousands of drug reimbursement codes has never been so easy. [Explore](#) the features and benefits of DrugReimbursement.com.



Pharmacy and Supply Edits and Reference: The Optum360 Pharmacy and Supply Module Add-ons offers critical referential insights into whether a supply item is separately reportable or is considered routine per CMS guidance, and the associated HCPCS, if applicable. Our tools enable efficient review of thousands of supply and pharmacy charge lines with one click, utilizing the Supply Item Master and Pharmacy Formulary. This includes flags for incorrect or inappropriately assigned HCPCS, charge lines for supplies not separately billable, charge lines missing for items that are billable, as well as a review of pharmaceutical bill units and appropriate NDC. [Explore](#) the features and benefits of the Pharmacy and Supply Module Add-ons.



Outpatient Margin Report (Peer Pricing): The Outpatient Margin Report (Peer Pricing) Add-on provides access to data from the Outpatient Standard Analytical file (OPSAF) published by the Centers for Medicaid & Medicare Services (CMS). Delivered in an easy-to-use format, this data assists with pricing analysis and allows comparisons of Medicare, CBSA and peer pricing. [Explore](#) the features and benefits of the Outpatient Margin Report (Peer Pricing) Add-on.



California Medicaid Edits and Reference: California Medicaid Edits and California Medicaid Reference Add-ons provide access to edits and referential coding content. Use this Medi-Cal specific coding content to improve regulatory compliance. [Explore](#) the features and benefits of the California Medicaid Edits and Reference Add-ons.



Optum Advisory Services: Additional guidance and suggestions on CDM strategic pricing policies and price transparency ruling compliance are available through Optum Advisory Services. [Talk to an expert](#) about Optum Advisory Services.

To learn more, visit: optum360coding.com/chargemaster



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