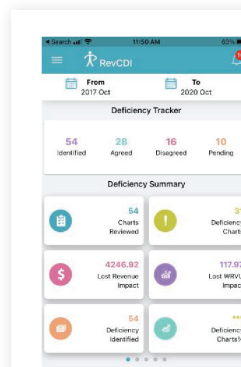# Omega Healthcare™

Case Study:
Improving Clinical Documentation and Revenue For A Medical Group

Improved provider engagement, E&M and wRVUs

Regional One Health (ROH) and University of Tennessee Regional One Physicians (UTROP) lead the largest academic physician group in the mid-south. More than half of all Tennessee physicians receive training at ROH. Recognized as a top workplace in the region, the group sees some of the most complex and challenging patient cases.

"With Omega Healthcare support, we were 3% above wRVU goal. We appreciate the feedback and help."

- Kito Akin Lord MD, MBA; *Medical Director, Emergency Medicine, ROH*

Are you ready to improve compliant revenues, lower demands on your physicians, and improve coder efficiency? Contact us at connect@omegahms.com or (561) 473-1711.

The Challenge

Clinical Documentation Improvement (CDI) initiatives at ROH/UTROP focused primarily on facility reimbursements. In contrast, professional fee medical coders did not have the resources or time to support physician engagement. They struggled to balance their time between coding and physician education. This led to difficult "opportunity cost" decisions for the leadership even as they wanted to focus on improving documentation and coding.

The Solution: Coding led by RevCDI

RevCDI is a point-of-care clinical documentation improvement solution that provides chart-specific, actionable feedback to physicians to increase revenues and improve compliance in both fee-forservice and value-based care settings. By deploying RevCDI and providing ongoing coding services, ROH/UTROP decreased documentation deficiencies and increased revenues even while improving coding accuracy.

For ROH/UTROP, RevCDI:

- Provided chart-specific and patient level feedback across all specialties
- Delivered pre-coding and retrospective alerts to accurately record patient encounters
- Provided insights into ways to improve compliance and clinical quality via comparative dashboards

Annual Results - Snapshot

- 70% of physicians responded to 1,976 opportunities
- 11% wRVU Gain per E&M code
- $1.83 Million estimated revenue improvement
- 2% of documentation deficiencies identified

"There was a view that CDI is all about DRG. And then we partnered with Omega Healthcare for physician CDI and our reimbursements went up by more than $1 million!"

- Judy Briggs, Vice President, ROH Revenue Cycle

Omega Healthcare™

✉ connect@omegahms.com   📞 (561) 473-1711

ABOUT OMEGA HEALTHCARE

Founded in 2003, Omega Healthcare Management Services™ (Omega Healthcare) empowers healthcare organizations to deliver exceptional care while enhancing financial performance. We help clients increase revenues, decrease costs, and improve the overall patient-provider-payer experience through our comprehensive portfolio of technology and clinically enabled solutions. Omega Healthcare has 30,000 employees across 14 delivery centers in the United States, India, Colombia, and the Philippines. **For more information, visit omegahms.com**