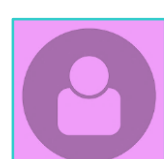


# Increased Collections with “Value Added Services” From Ecare!



## CASE STUDY – ADDITIONAL OPPORTUNITIES IN CODING



### ABOUT THE CLIENT

Our Texas based “Urgent Care” Client had lot of scope for payment improvisation. Ecare initiated a complete enhancement process in Coding to increase the overall Revenue of the Practice.

Specialty	Urgent Care
PMS Used	Advanced MD & Health Fusion
Service Offered	Coding

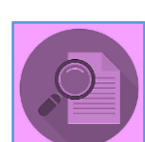


### IDENTIFY SCOPE FOR IMPROVISATION

Value added Service is the additional efforts and resulting benefits over and above the original value of something. Talking about Medical coding, additional service are aimed to increase the coding efficacy and revenue of the process.

By including such value added services to the provider not only helps in increased reimbursement but also in rendering quality care to the patients. Also, suggesting the provider to closely monitor the chronic condition to subside the patient illness which can indirectly help achieve qualifying incentives like MIPS.

At Ecare, Our Coders always focus to identify such opportunities in every step of the coding process like Coding and documentation with sole focus on enhancing the revenue of the providers. Our coders consciously work towards identifying such opportunity missed to be documented by the client and we educate the providers with suggestive measure to improvise the documentation.



### SUGGESTIVE MEASURES FOR PAYMENT IMPROVISATION

Our team of experts followed the SCAMPER TECHNIQUE to analyze and identify additional opportunity for payment improvisation using the “SCAMPER TECHNIQUE”, a creativity tool that’s *useful for “generating ideas for new scope of services by encouraging you to think about how the existing services can be improved”* and were able to identify the below additional payment opportunities

- ❖ Ecare educated procedure enhancements service to the Physicians to include **“Alcohol and Depression screening procedures” (G0442, G0444)** in the medical record. Based on our inputs, provider added the missing details in the medical record and it improved our collections by additional 5%.
- ❖ Ecare also provided educations on including **“The cardiovascular screening and obesity counselling (G0446, G0447) documentation** to be incorporated in the medical record. Based on our inputs, provider added the missing details in the medical record and it improved our collections by 5%.
- ❖ As a part of compliance regulations, and revenue prospect we educated the providers on documentation cloning and the protocols to prevent it, which resulted in improved quality of care and patient flow.



### OUTCOME

By implementing our suggestions on coding scope, our client received

- ✓ Complete documentation review performed by expertise coder and the potential and possible areas of revenue opportunities identified.
- ✓ A detailed documentation was prepared and shared with the provider, presenting the details of the services and guide to document the recommended services with compliance.
- ✓ Documentation enhancement completed and reported the additional services.
- ✓ Resulting in visible revenue flow for additional services.

Shown below is a table of Potential average revenue that can be received by including the below value added services.

Description	Code sets	Potential Revenue (Average)
Advance care planning (ACP)	99497 & 99498.	\$ 77
Depression screening	G0444	\$ 9.34
Alcohol Screening	G0442/G2011	\$ 9.34
DAST/AUDIT Screening	G0396/99408	\$ 32.88
Cardio vascular disease screening (CVD)	G0446	\$ 23.88
Preventive counseling (PC)	99401 to 99404	\$ 50.18
Smoking cessation	99406 & 99407	\$ 12.11



### ACHIEVEMENTS

#### **Benefits to the client with Ecare’s medical coding solutions:**

- With the extensive education and continuous research, Ecare coders created an opportunity in developing the documentation in a better way that resulted in additional reimbursements for some of our existing clients.
- The Quality of service provide by Ecare coding team opened up the additional opportunity of coding clients.

### ABOUT ECARE

Ecare – A premier Medical Billing and Coding company in India with more than 100+ Clients across the U.S. With over 23 years of experience in complete RCM services, Ecare can handles almost any specialty guaranteeing maximum returns. Want to know how Ecare can help you increase Revenue? Log on to [Healthcare Outsourcing Services | Healthcare Outsourcing Company | E-care India \(ecareindia.com\)](https://www.ecareindia.com)

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