

# Documentation Review on Epic Software Revenue Enhancement Solution from "Ecare"



**TX Based Client has Enhanced Revenue with Ecare's Services ...  
Do you want to know how? Read through!**



## About the Client

Texas based Client with major specialties as "Home Health and Hospice Care", which sees nearly 60-70 patients per month

<b>Major Specialty</b>	<b>EM- Home health</b>
<b>Service Offered</b>	<b>Coding</b>
<b>Practice Management/EMR Software</b>	<b>EPIC</b>

To start with Ecare was assigned the process of checking the documentation for enhancement and any additional opportunities based on the charts that were provided for review. Ecare's team did a complete analysis and suggested various updates and changes to the current billing system which in fact made a positive effect on the overall reimbursement. Later, satisfied with our feedback and recommendations the client appreciated our team's work and efforts and we were given the opportunity to handle their complete coding services!



## Challenges

- Claim Documentation Issue
- Missed documenting Cardiology Specific Procedures and Codes
- Ignorance on MIPS Measures and Documentation
- Missed to Bill Additional Services and opportunities



## Ecare's Approach and Recommendation

- ❖ Ecare identified the opportunity for **Cardiovascular screening** as we noticed diagnosis related to cardiovascular condition, documented in the superbill.
- ❖ Ecare Coders provided education on documenting the BMI range in the documentation so that **Obesity counseling** can be billed in addition.
- ❖ Ecare coders identified the additional opportunity to bill services like **Smoking cessation and Alcohol screening**.
- ❖ Also provided education on reporting **MIPS measures** in the documentation.
- ❖ Client understood the opportunity of the additional services suggested and updated the same with the providers.
- ❖ **Based on the value added suggestions provided by Ecare coders, Client provided the coding services to us for this account.**



## Details of Additional Services Suggested

### Revenue per service for reference:

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
MIPS measures (BMI & Vitals)	Listed separately	-



## Know what our Client says...

Our TX based Client was extremely happy with Ecare's Documentation Review services and also gained multiple benefits from our expertise and through our team's valuable suggestions and recommendations and mentioned:

**"You are amazing! Thanks. "**

Ecare was also able to complete the work sooner than the required TAT which was complimented by the client as below

**"Wasn't expecting it so fast! I'll look through it ASAP. This could win us more business. !"**



## About Ecare

Ecare is one of the top Revenue Cycle Management Company in India providing Multi-specialty Medical Billing Services to more than 100+ Clients across the U.S. To know more about Ecare and seem-less Cardiology Billing Services reach out to us today!

**Would you like Ecare to Review your Documentation and provide feedback to enhance your Revenue?  
Call: 1-813-666-0028 | Website: www.ecareindia.com**