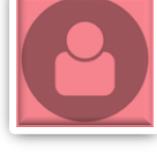


# Want to know how our Hospital Coding helps Increase Revenue for Cardiovascular Surgery Practice?



## CASE STUDY – HOSPITAL CODING FOR CARDIOVASCULAR SURGERY



### ABOUT THE CLIENT

Our Client serves close to 140 patients every month from their clinic situated in Florida and this includes cardiovascular surgery and office visits.

Ecare took over the coding process for this Client in September. Originally it was a backlog clearance process, based on our efficiency the process turned to live.

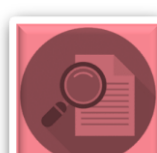
<b>Specialty</b>	Anesthesia And Pain Management
<b>Software (PMS)</b>	PhyGeneSys
<b>Service Offered</b>	Coding



### CHALLENGES

This Client was handling the coding in-house. After the resignation of in-house coder, this client was transitioned to us and they had a huge back log of claim denials affecting their collection.

- In-sufficient experienced coders
- Huge backlog of claim denials
- Need support with overall coding



### ISSUES IDENTIFIED

On analysis and review of the entire coding process, Ecare identified the following major issues:

1. **Missing and Incorrect CPT:** Ecare identified missing/Incorrect procedures directly related to revenue loss.
2. **Incorrect DX linking:** Ecare identified incorrect diagnosis linking which caused denial and revenue impact.



### SOLUTIONS BASED ON ECARE'S STRATEGY

1. A thorough billed report analysis was done and based, on, which we could identify the services that were either missed or billed incorrectly.
2. Denials were closely worked upon, to understand the common issues, set up a global protocol and Ecare started to fix it at the coding itself.
3. Expertise Cardiovascular coders were assigned to the process.
4. The new coding and tracking mechanism replaced the missing procedures and incorrect billed services.

#### DRILL DOWN TECHNIQUE

Ecare Implemented the Drill down Technique to fix the issues on this client and were able to solve the clients problem by breaking them down and approaching them



### OUTCOME

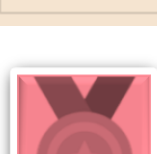
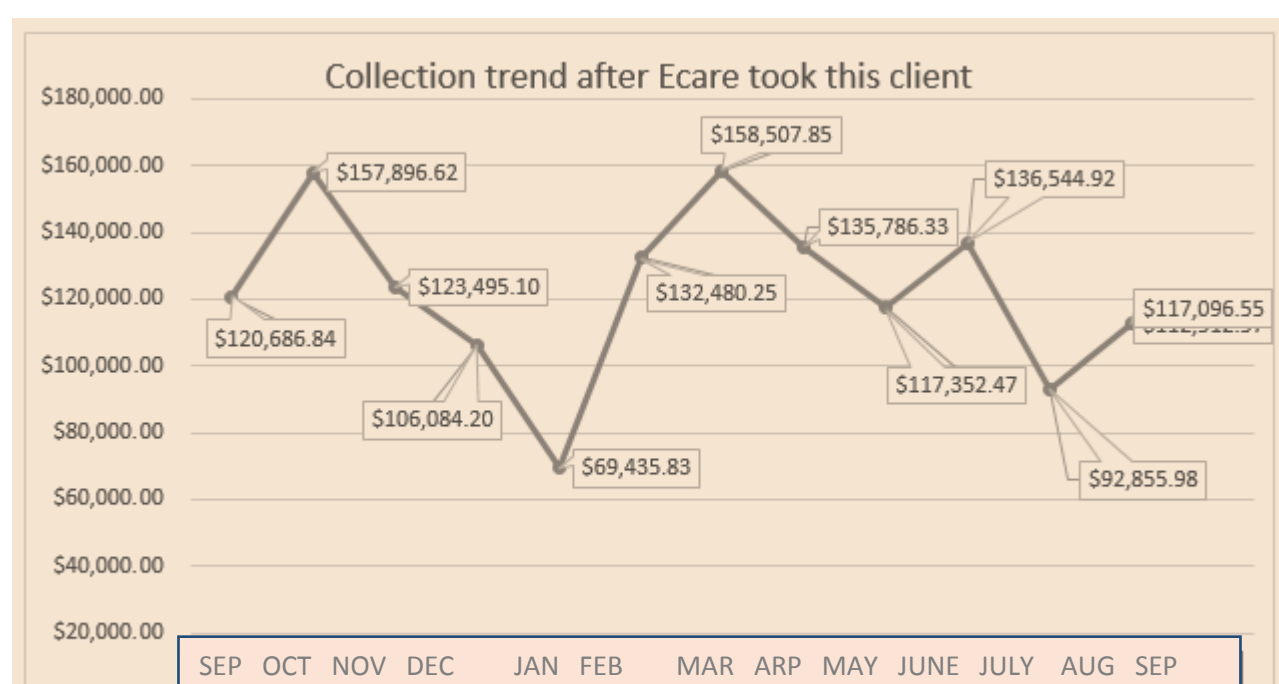
Collections increased from the earlier average of **\$98,894 to \$121,595** per month.

#### Collection Comparison:

**Average Collection before Ecare took this client: \$98,894.15**



**Average Collection after Ecare took this client: \$121,595.04**



### ACHIEVEMENTS

#### Benefits to the client with Ecare's medical coding and billing solutions:

- Increased clean claims ratio, resulting in seamless cash flow for the Client.
- Denial percentage started reducing drastically.
- Clarity of the workflow and transparency was established to the client.

#### 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. Cardiology Coding is one of our strength and we have huge clientele who can also provide reference. To know more about Ecare and our Cardiology and Hospital Coding Expertise log on to [Cardiology billing and coding Services | Cardiology Billing company \(ecareindia.com\)](http://www.ecareindia.com)

**To Fix Coding Challenges and Increase Revenue Flow**

Call: 1-813-666-0028 | Website: [www.ecareindia.com](http://www.ecareindia.com)