

UNINTENDED CONSEQUENCES

⊕ *Understand, engage, and measure*

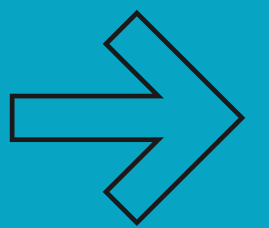
WHY PHYSICIAN ADVISORS ARE CRITICAL TO THE REVENUE CYCLE

SOONER OR LATER

EVERYONE

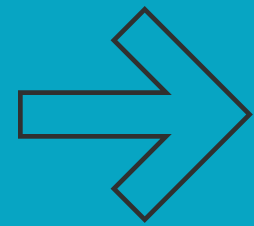
SITS DOWN TO A

BANQUET



OF CONSEQUENCES

2MN RULE



- ⊕ *an arbitrary divide?*
Interpretation depends on motivation

MEDICALLY NECESSARY ➔



- ⊕ services or supplies that are proper and needed for the diagnosis or treatment of a medical condition, are provided for the diagnosis, direct care, and treatment of a medical condition, meet the standards of good medical practice in the local area, and aren't mainly for the convenience of the patient or doctor.



THE ROLE



⊕ *an evolution borne of niche tasks and the need for specific expertise*



People who end up with the good jobs are the proactive ones who are solutions to problems...who seize the initiative to do whatever is necessary to get the job done.

HOSPITALIZATION LIFE CYCLE

for THIS Physician Advisor



**PATIENT
PRESENTATION**



**FIRST LEVEL
REVIEW**



**SECOND LEVEL
REVIEW
(PA)**



**PAYER
NOTIFICATION**



**PAYER DENIES
BASED ON
MEDICAL
NECESSITY**

HOSPITALIZATION LIFE CYCLE

for THIS Physician Advisor



PEER TO
PEER
(PA)



CLAIM DROP



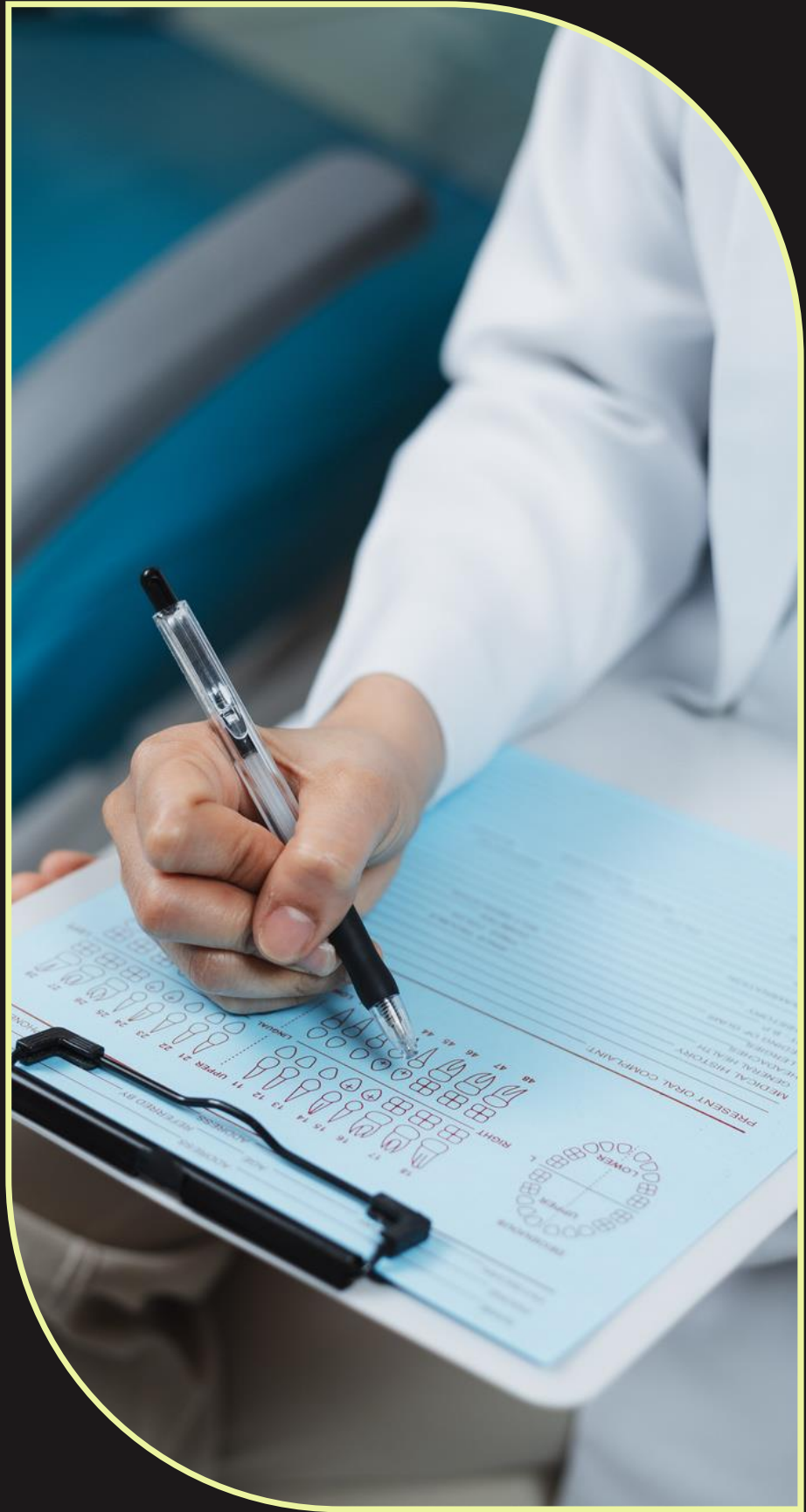
PAYER DENIAL
(MEDICAL
NECESSITY,
CODING, ETC)



1ST LEVEL
APPEAL



2ND LEVEL
APPEAL AND
ALJ



EXPANDING SCOPE



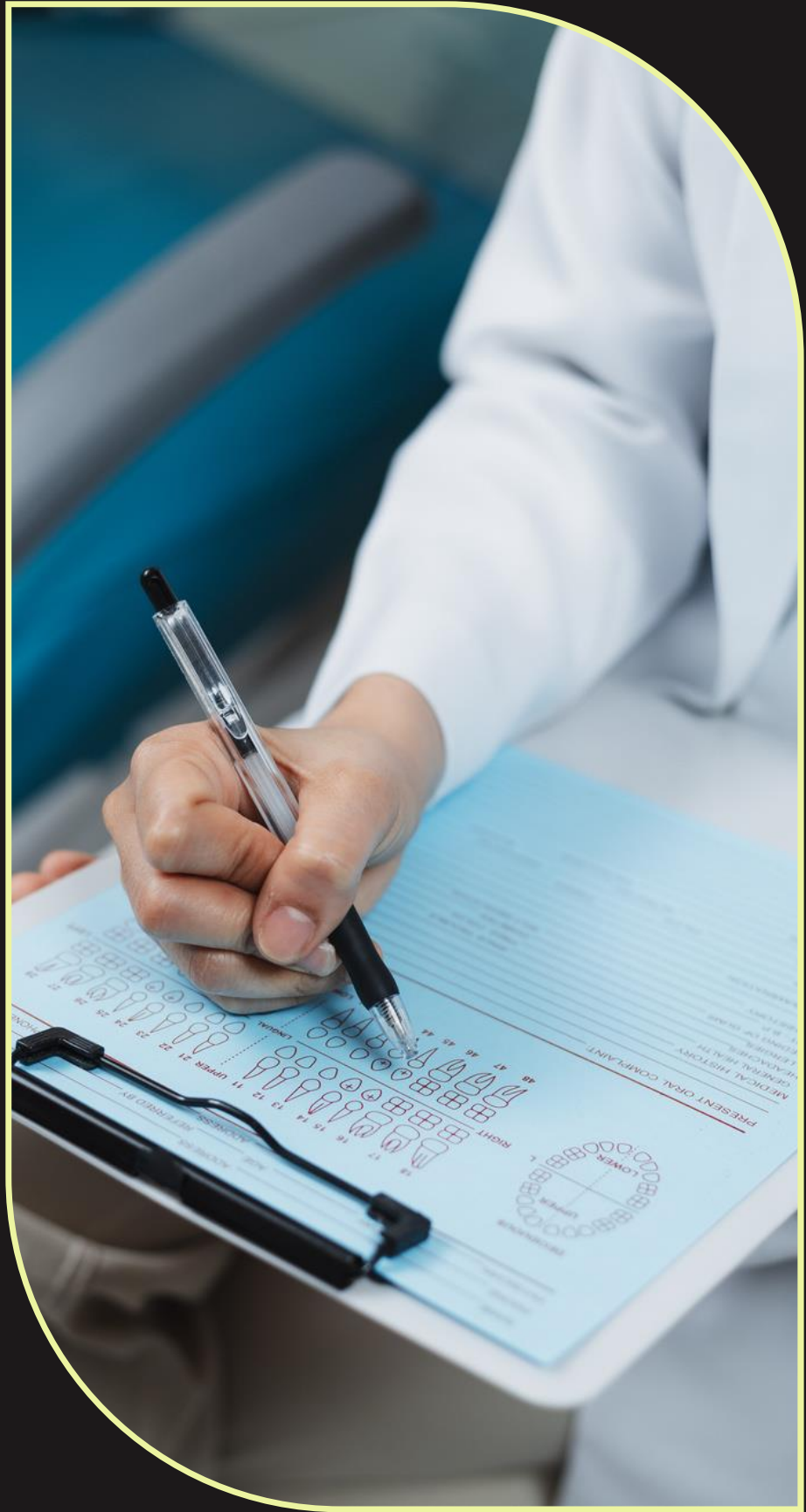
Traditional



Evolved



Emerging



EXPANDING SCOPE



Traditional

Level of Care

UR Committee

CC44 and HINN

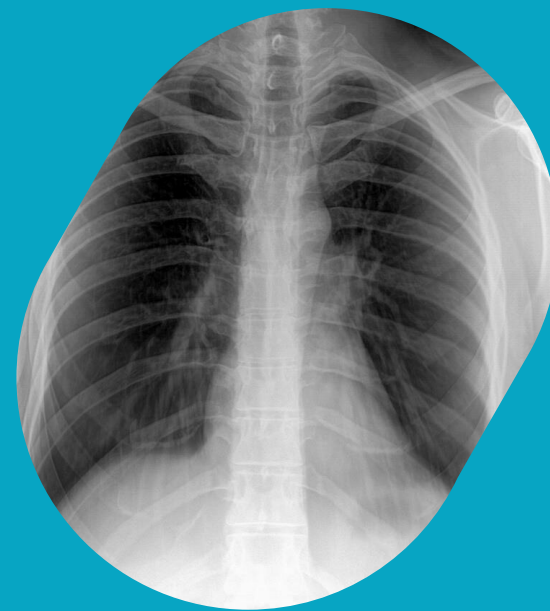
Denials and Appeals

EGREGIOUS DENIALS

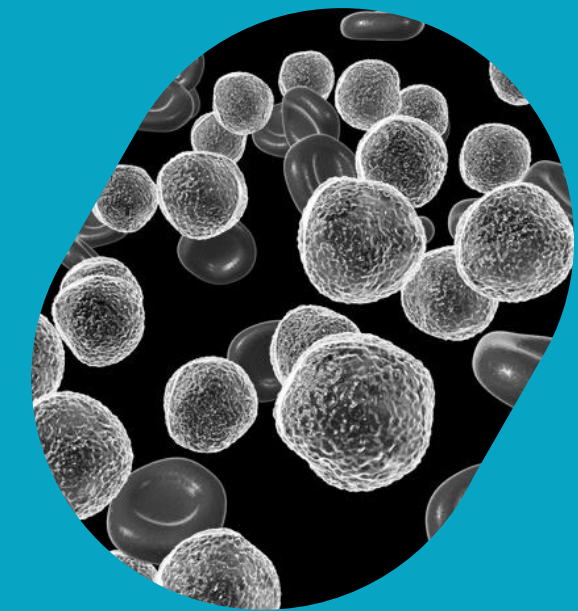
⊕ *are we in the business of appeals?*



SBO
payer says what?



CHF/COPD exacerbation
payer says what?

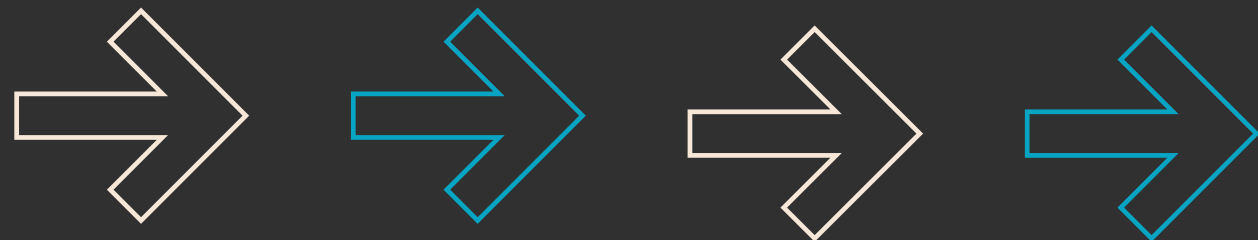


Malignancy on CHEMO
payer says what?

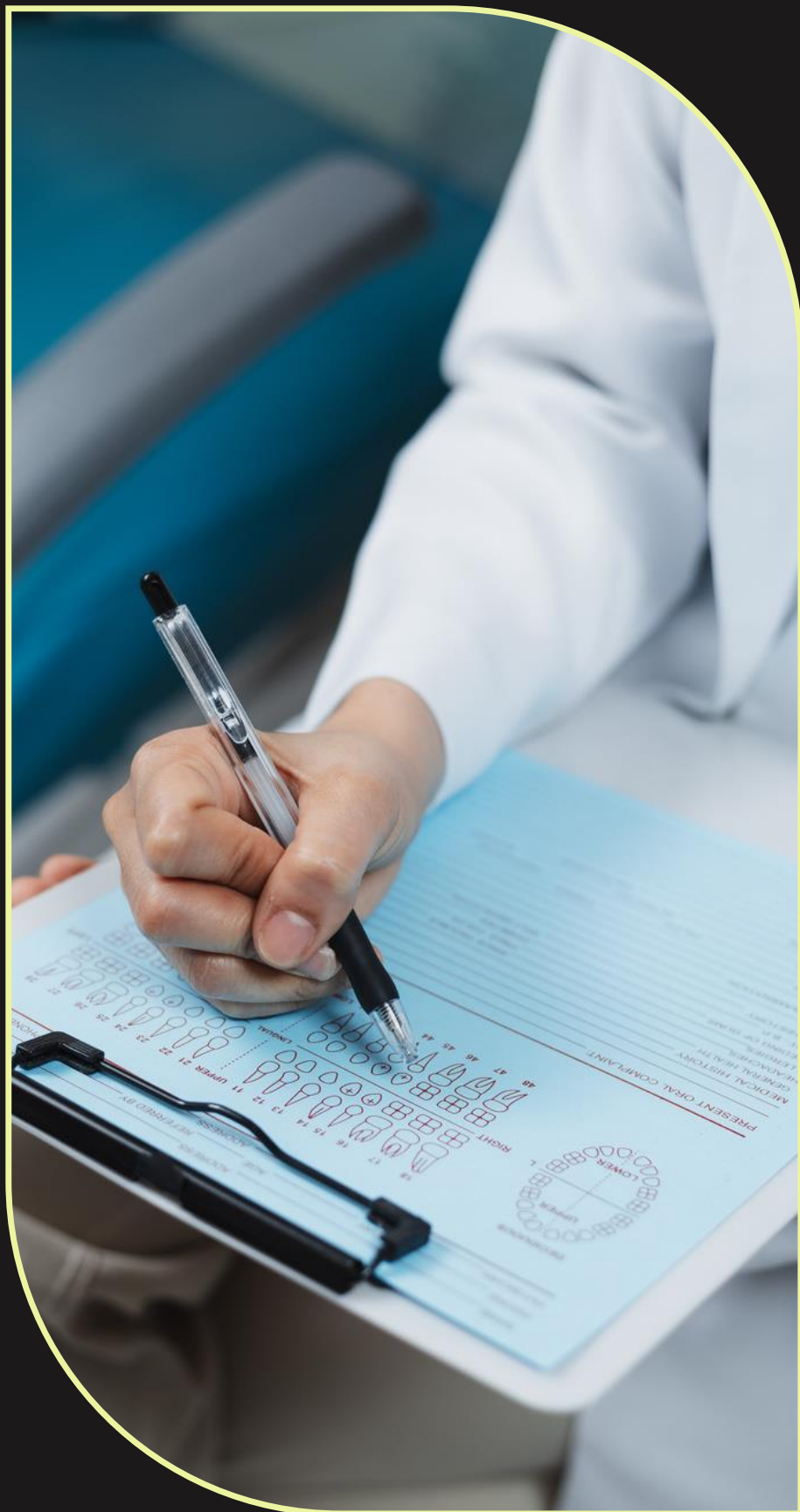
 *Did you know?*

53%

OF DENIAL WRITE OFFS IN 2019
WERE DUE TO MEDICAL NECESSITY



Are you capturing every opportunity to collect?



EXPANDING SCOPE

💡 *Traditional*

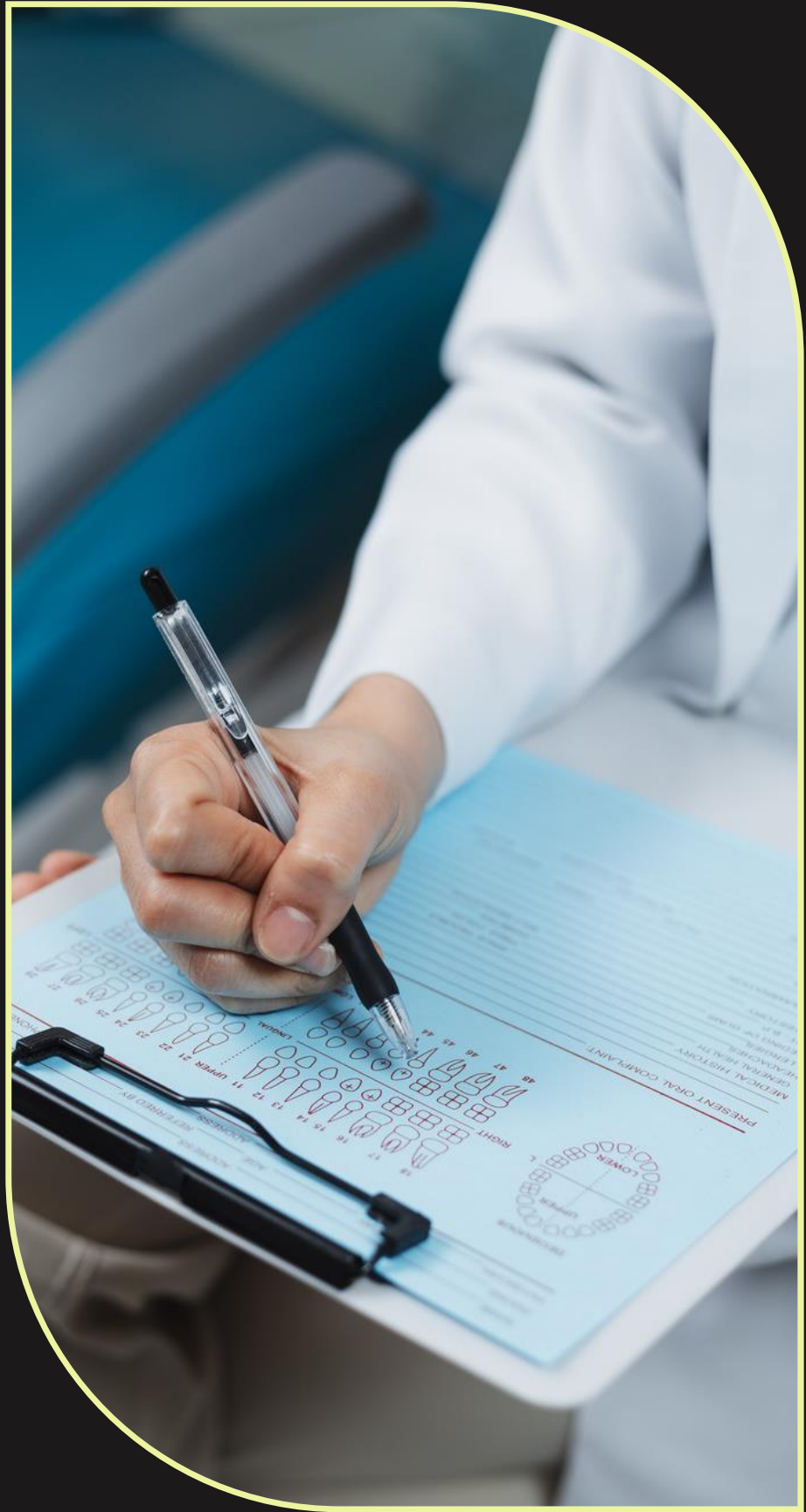
MultiDisc Rounds

💡 *Evolved*

Length of Stay
Management

CDI

OBS Units



EXPANDING SCOPE

💡 *Traditional*

💡 *Evolved*

💡 *Emerging*

Hosp to Hosp Transfers

Payer contracting

Payer JOCs

01

**COMPLIANCE RISK
MITIGATION**

02

**REVENUE
RECOVERY**

⊕ Did you know?

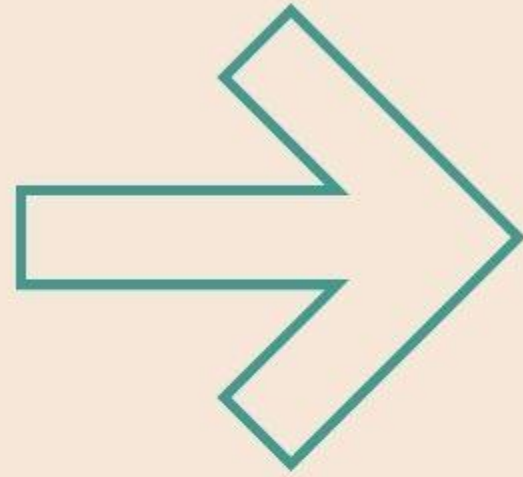
> 10:1 ROI

financial return on
structured physician
advisor services



Can you afford NOT to?

A ROBUST PA PROGRAM



⊕ Are you covered?

- 1 FTE PA per 100–150 adult acute beds
- weekend and holiday coverage
- ancillary function coverage
- rapport with medical staff
- basic data proficiency

WITHOUT DATA

facts

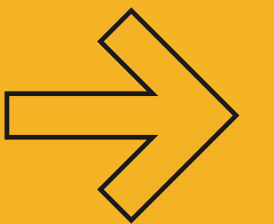
YOU'RE JUST ANOTHER

drive intentional

PERSON WITH

AN OPINION

progress



1. RAW

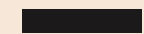
2. TRENDS

3. ACTIONABLE

⊕ Are you reaching 3rd level analytics?

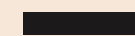


CONCURRENCE



Upon secondary review, ordered level of care is appropriate from a compliance stand point.

CONVERSION

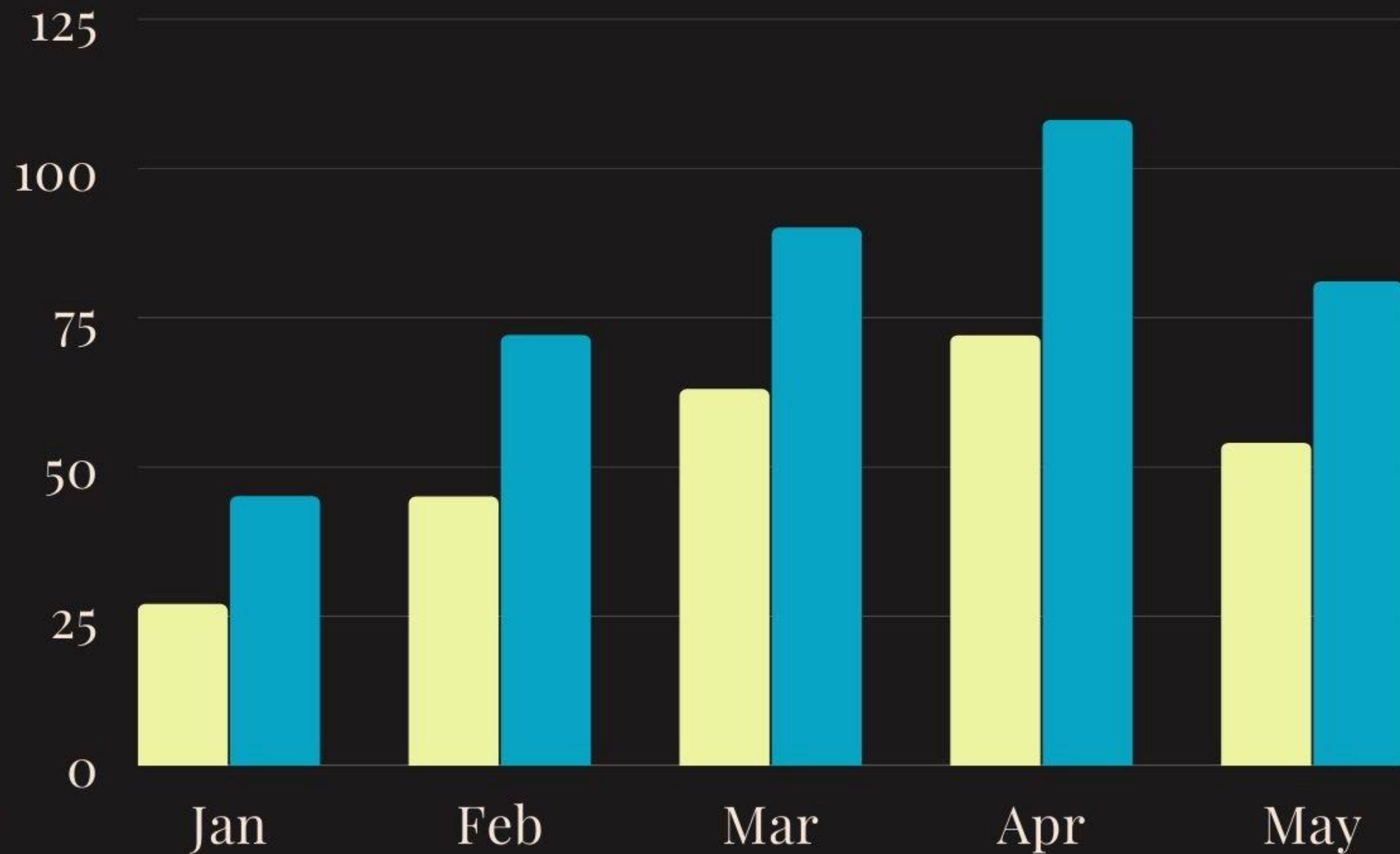


Upon secondary review, ordered level of care is non compliant and stay needs to be converted to another level of care.

COMPLIANCE DATA POINTS

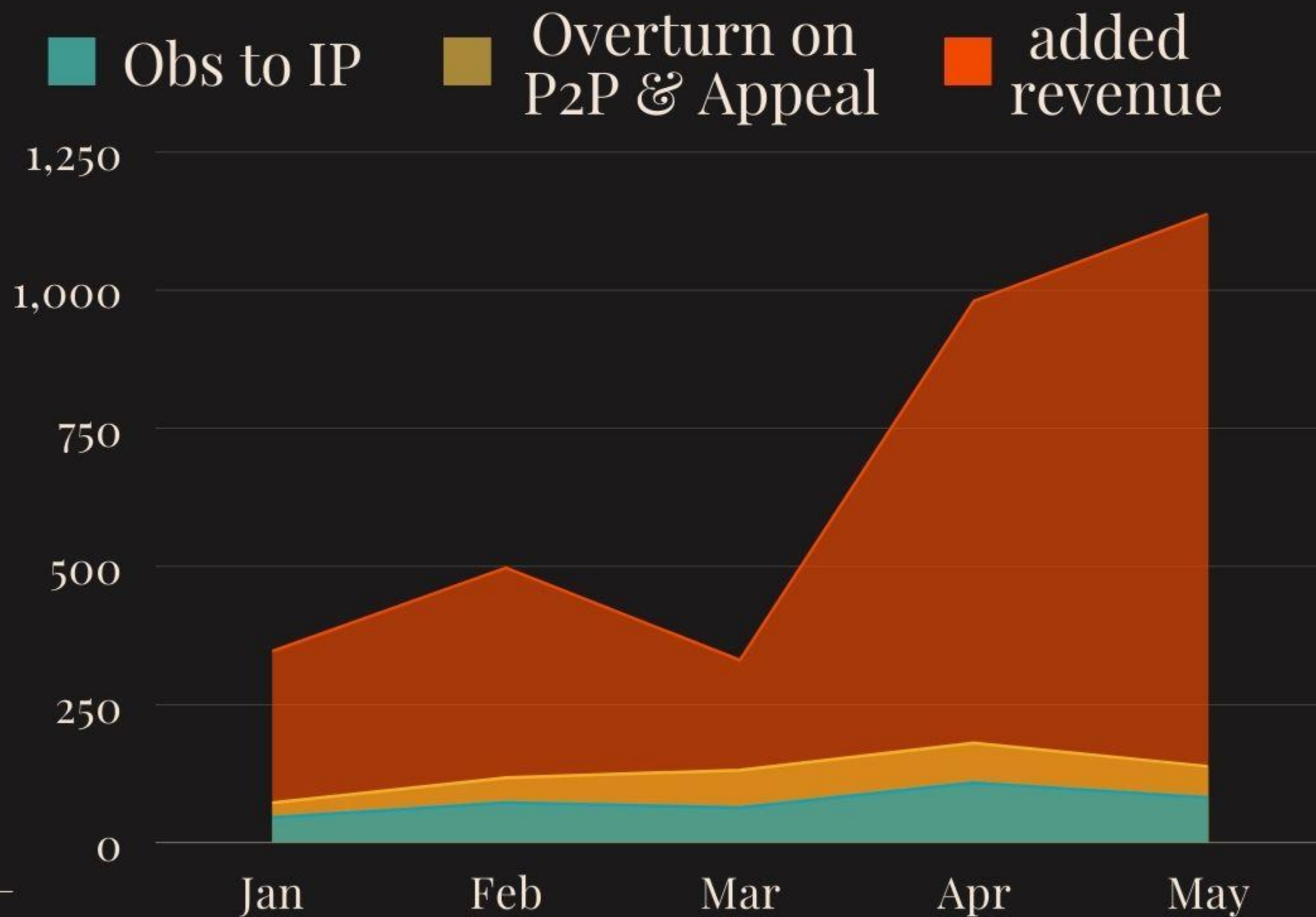
⊕ *minimize your risk*

■ Concurrency ■ Conversion



REVENUE DATA POINTS

⊕ *maximize your return*



PAYER SPECIFIC DATAPOINTS

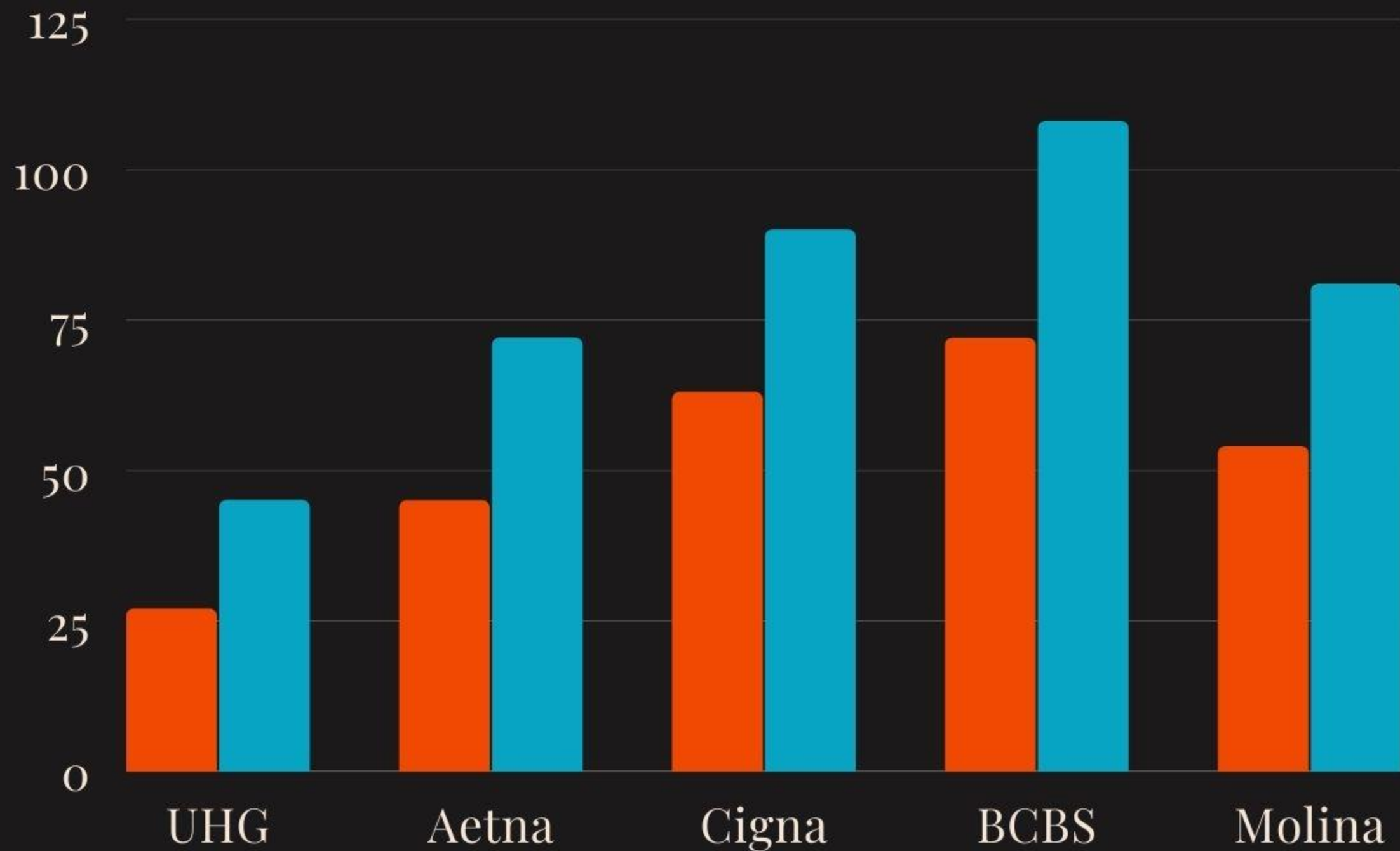
⊕ *cultivate actionable data*

SLICERS:

Initial Denials

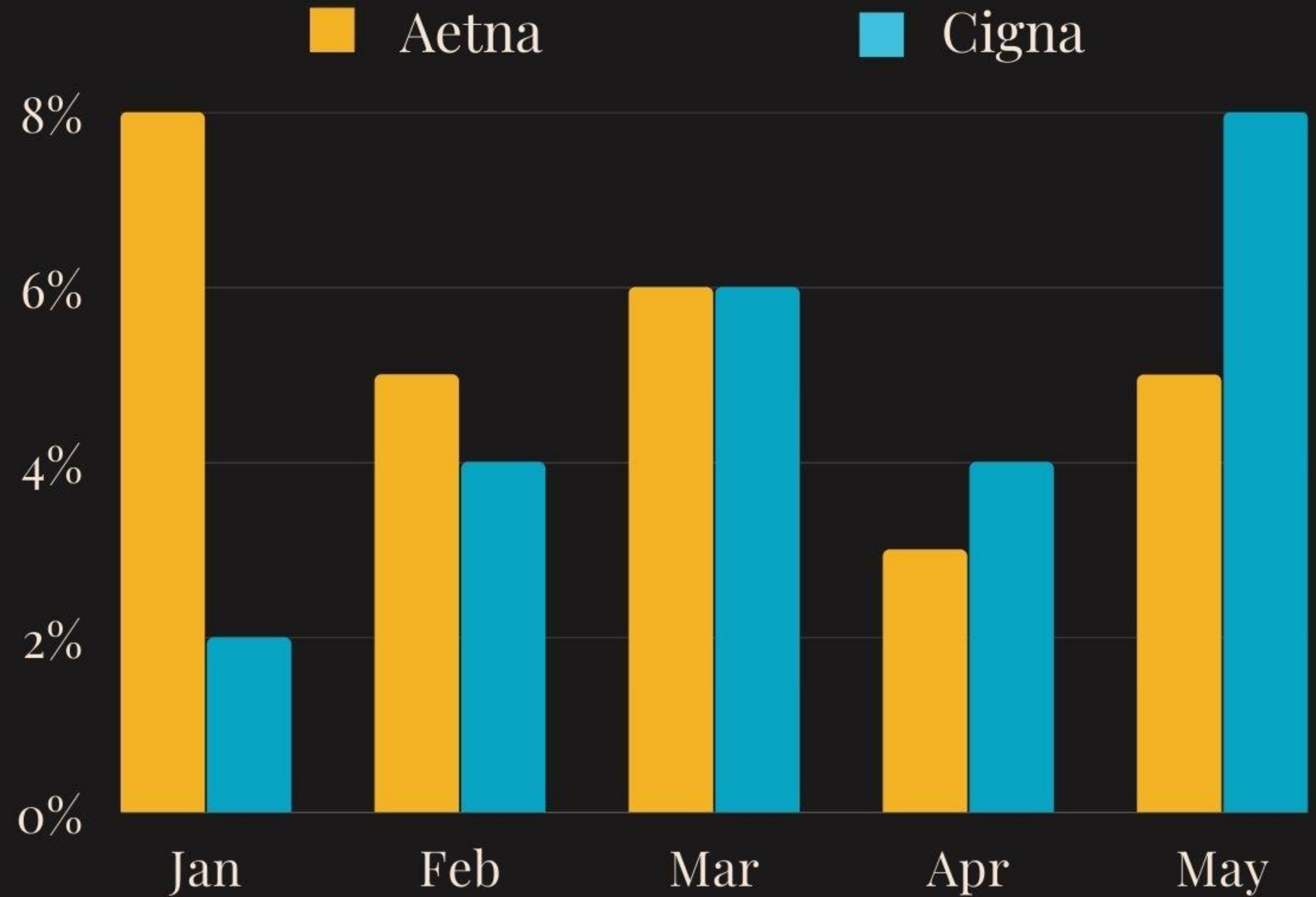
P2P overturns

Appeal overturn by level



INITIAL DENIAL RATE

⊕ *minimize your risk*

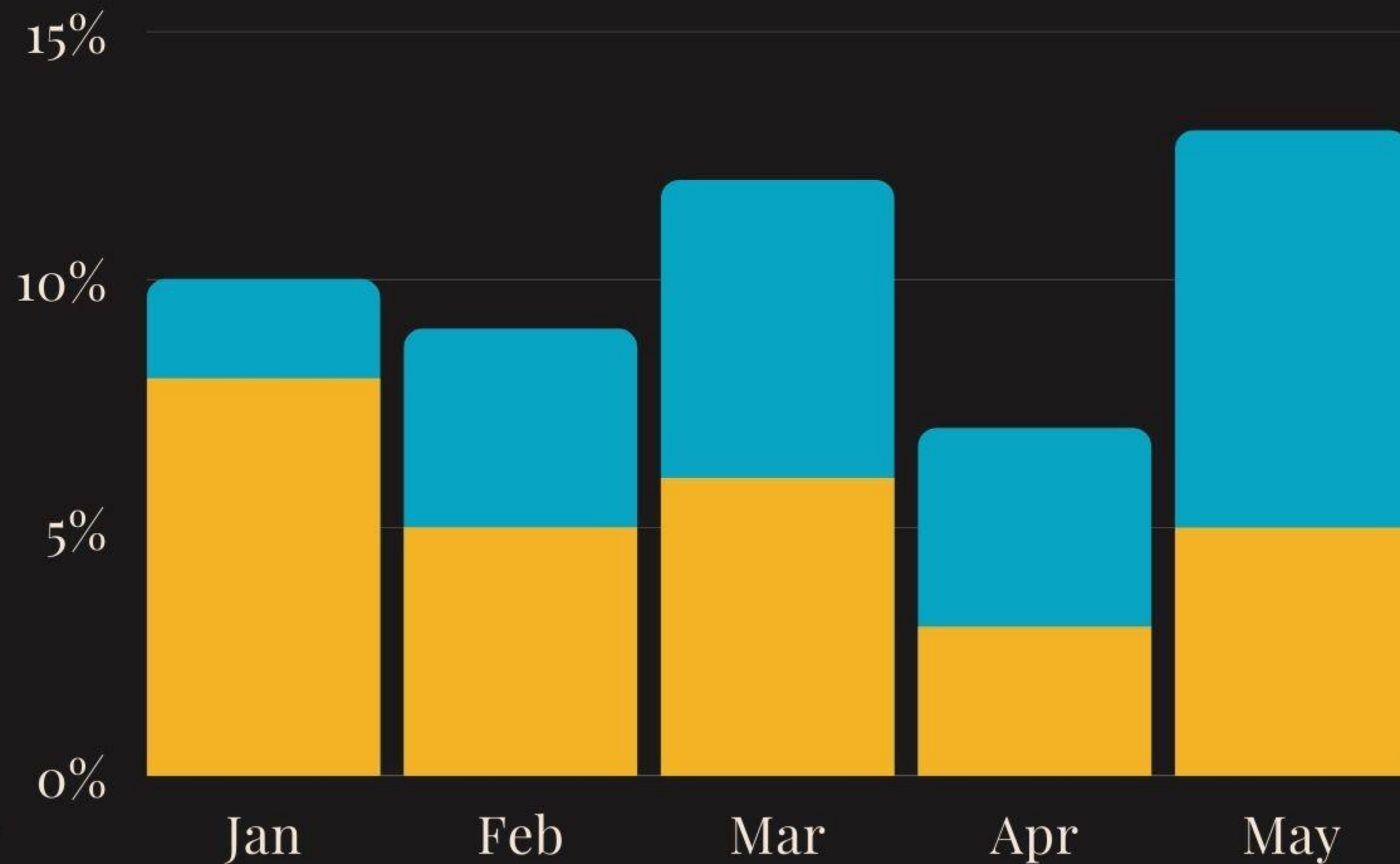


P2P PERFORMANCE RATE

⊕ *minimize your risk*

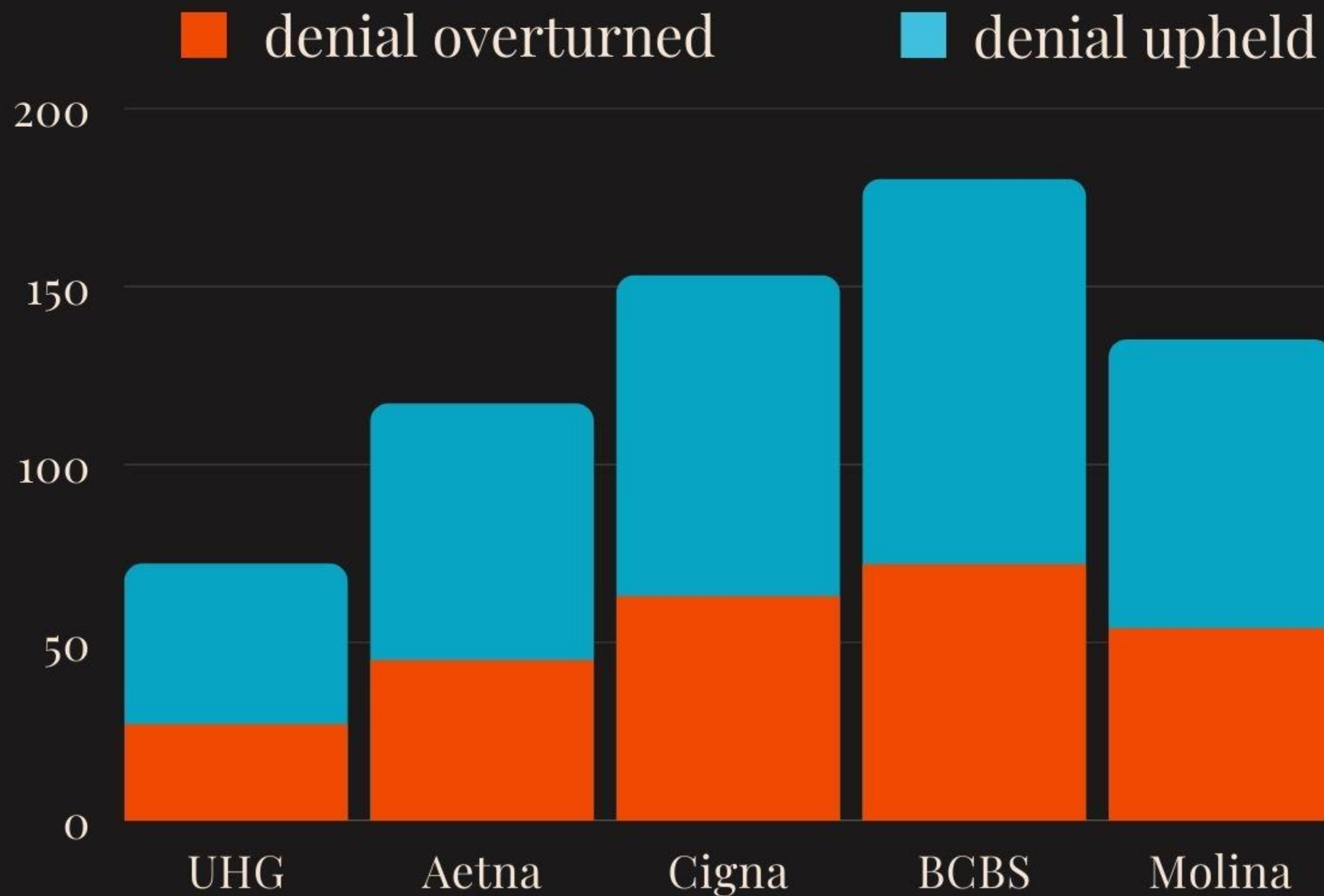
■ P2P performed

■ P2P missed



P2P OVERTURN RATE

⊕ *cultivate actionable data*



PERFORMANCE MANAGEMENT

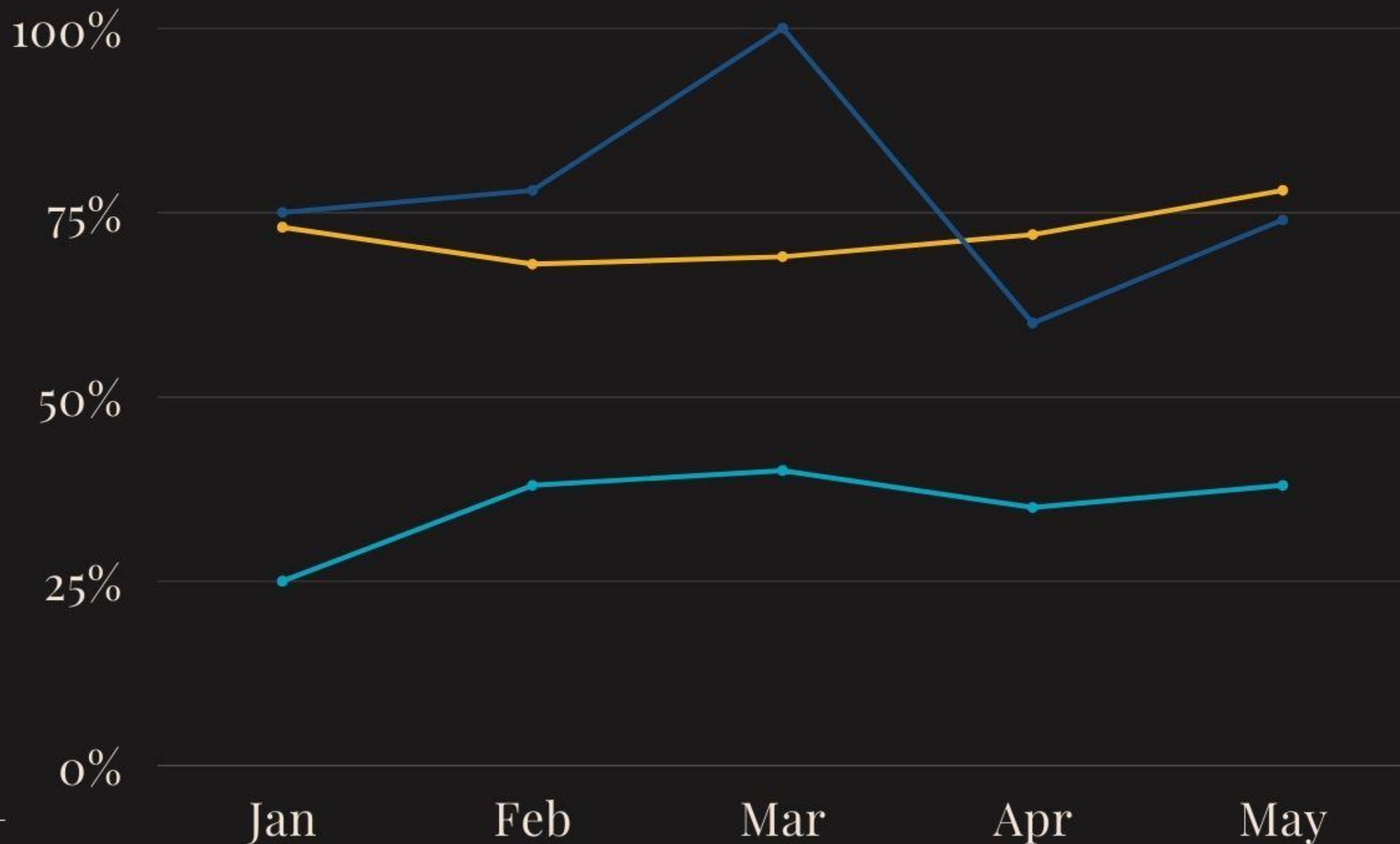
⊕ *denial overturn rate*



Hospitalist



Physician Advisors

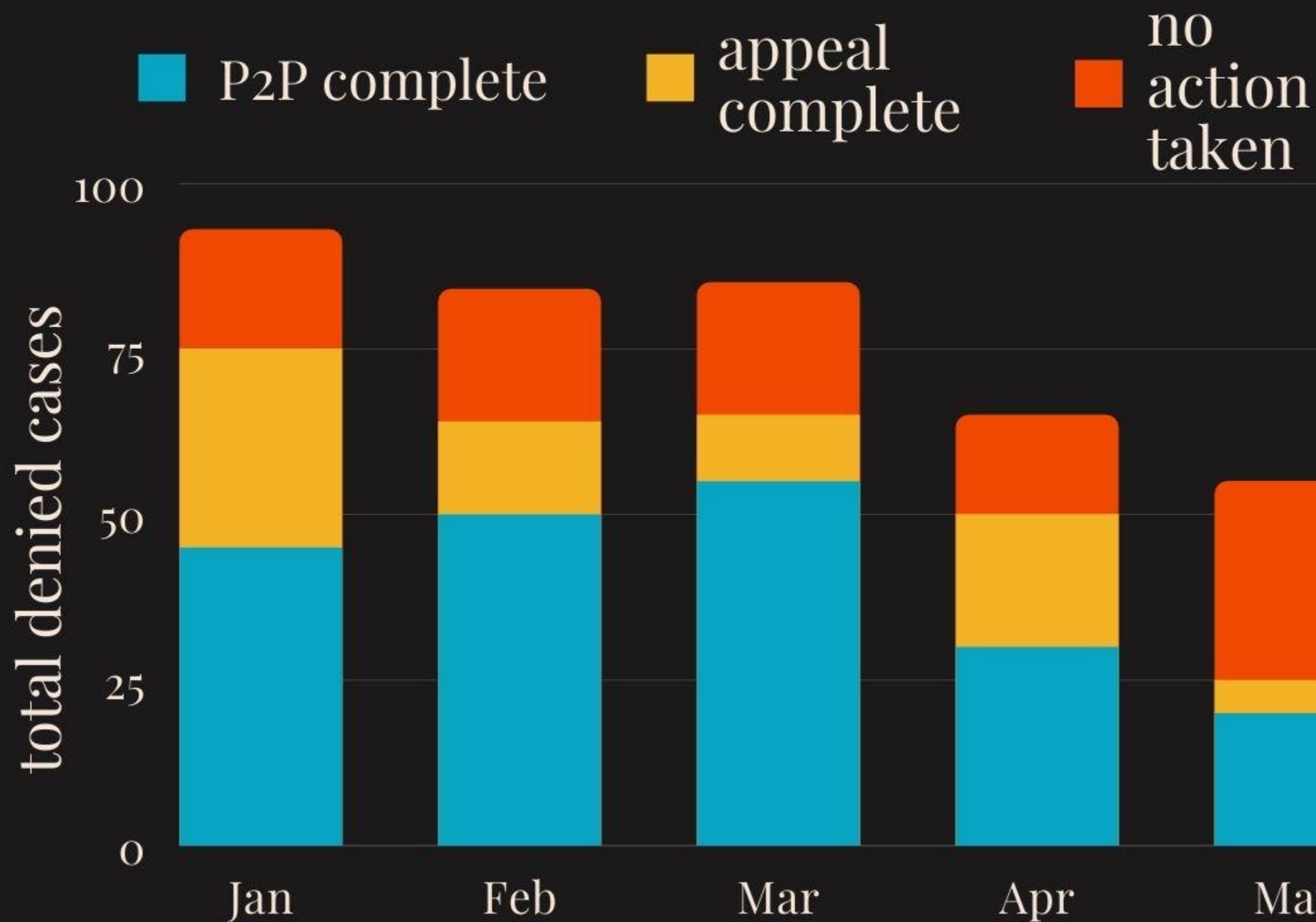


Caution interpreting this data.

This view is to identify outliers.

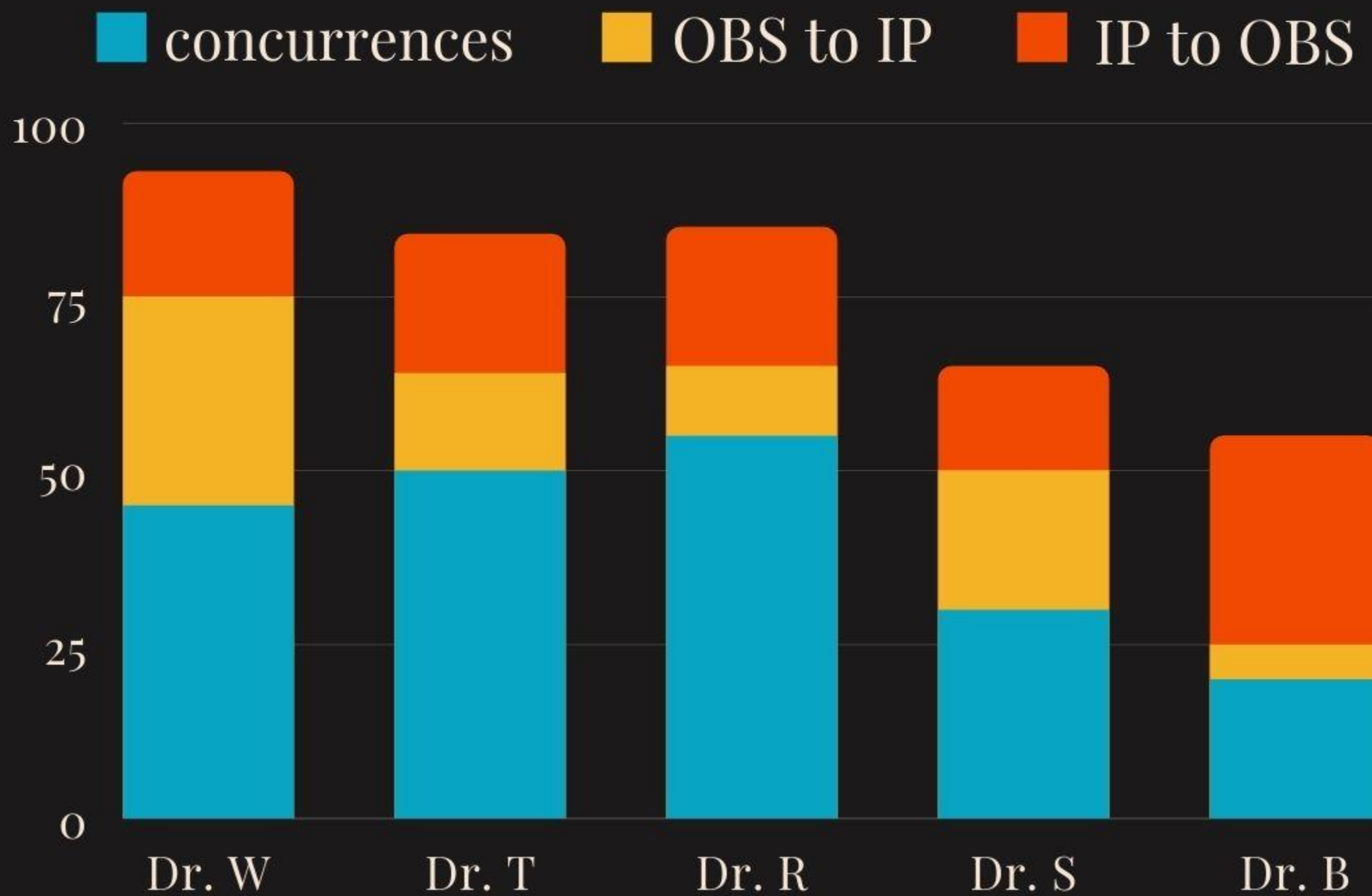
DENIAL OPPORTUNITY CAPTURE

⊕ *focus on opportunity*



PROVIDER PROFILING

⊕ *focus on opportunity*



DATA BUILDS A BRIDGE



⊕ Data connects relevant parties

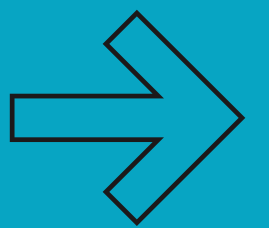
Physician Advisors, Utilization Review Committee, UR/UM Nurses, Care Managers, Rev Cycle Team, CMO, CFO, Clinical Staff

SOONER OR LATER

EVERYONE

SITS DOWN TO A

BANQUET



OF CONSEQUENCES

THANK YOU!

Send us a message at



getpaoc@med-metrix.com

if you have questions.

