anthelio®

A higher aim. A newer standard.

Market Leader of Revenue Cycle Management Services

Empowering healthcare organizations to optimize investments through
End-to-End Revenue Cycle Management Services

Revenue Cycle Management Services

Unprecedented Healthcare Challenges

Reduced Reimbursements and Financial Pressures

Disparate Systems and New EMR Implementation

Lack of Certified HIM Resources

Healthcare staff spends between **$21** to **$31 Billion** per year interacting with insurance plans[1]

Regulatory Changes and Uncertainty

Consumer Driven Healthcare

ICD-10 Transition

…The Revenue Cycle Management World Is Changing!

The healthcare industry requires a **full front-to-back-end capability** to optimize the entire spectrum of financial performance in today's environment where the focus is placed on **value-based care.**

Anthelio's End-to-End Revenue Cycle Management Services

HALO HIM Services

HALO HIM Outsourcing

HALO Clinical Documentation Improvement

HALO Medical Coding Services

HALO Coding Audit and Education

HALO Transcription/Speech Recognition

HALO ICD-10 Services

Pyramid Cancer Registry Services

Pyramid Patient Financial Services

Business Office Outsourcing

Extended Business Office

Legacy Data Archiving

AR Reduction

Denials Management

Revenue Cycle Optimization

Clinical Audit Support

Providing Sustainable Value In A Changing Environment

Large Regional University Health System

Anthelio's comprehensive HIM optimization solution provided:
- Detailed roadmap to improve all HIM operations
- Significant cost savings and enterprise-wide efficiencies
- Cost savings of approximately **$5M**

Large Acute Care Facility

- Reduced their DNFC at the site by over **$70M** in just **22 days**
- Enabled one of the largest NCI designated cancer centers in the country to lower their DNFC from **$212M** to **$60M,** a decrease of **$152M**

222 Bed Acute Care Hospital

- Maintained a near **0% record completion** delinquency rate for the past **4 years**
- Achievement satisfies HFAP/CMS regulatory standards for record completion

Multi Hospital Health Care System

- Helped the organization meet MU metrics outside of the regular HIM services
- Resulted in **$7.2M** incentive payments

Key Facts About Anthelio's Industry Ranked Services

$13 Billion
AR managed

Over **4M Charts**
coded per year

Over **530 Certified**
healthcare professionals on staff

Ranked #1 in Coder Quality by

KLAS®
ACCURATE. HONEST. IMPARTIAL.

Average of
22 Years of
experience in
revenue cycle assessment
and management

15+ Years of
cancer data provided for
CoC mandated quality studies

Average **19 Years** of
clinical experience

"Anthelio combined its extensive IT and hospital operations expertise to deliver a quality, cost effective readiness and risk assessment solution to NorthBay Healthcare. Their team was collegial and collaborative with our users and vendors. Whenever questions or concerns arose they were readily accessible."

Senior Director, Revenue Cycle
NorthBay Healthcare

HALO HIM Outsourcing, Medical Coding and Audit
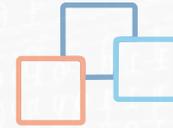
☑ **Lack of skilled coding resources, and staffing issues?**

☑ **Anticipated drop in productivity with ICD-10?**

☑ **External audits/denials?**

☑ **Implementing EHR and Meaningful Use requirements?**

Gross charges denied by payers have grown to an alarming **15% - 20%** of the nominal billing value of all claims submitted [2]

> "Anthelio is a wonderful company to work with. Their staff members and coders are all professional, hard working, and truly dedicated to our accounts. The quality of their coding consistently meets and/or exceeds the Health System standard. I would recommend Anthelio to anybody in need of great coding and can attest to the great assistance they have provided to St. Joseph Health over the past several years."
>
> Coding Manager
> St. Joseph RCS

Partner With Anthelio And Leave The Worry To Us

Anthelio focuses on improving all aspects of HIM department performance for all healthcare organizations, including academic medical centers, community hospitals, oncology research centers, and trauma facilities.

◉ **HIM Outsourcing and Optimization -** Assessment of current HIM processes and implementation of efficiencies based on proven best practices, benchmarks and metrics.

◉ **Medical Coding Services -** ICD-9-CM, ICD-10-CM/PCS, CPT, HCPCS and EM coding. Facility and professional coding, inpatient, outpatient, emergency, diagnostics, clinic and specialty coding services.

◉ **Coding Audit and Education -** A range of audit options including concurrent, focused and pre-bill audits. The focus is on coding accuracy both from a reimbursement standpoint and overall coding quality.

AHIMA/AAPC certified coding and audit professionals

CUSTOMER RATED KLAS® REVIEWED

Only company rated above average in all four critical performance metrics:
- Productivity
- Reporting
- Quality
- Quality Assurance

KLAS Report: "Outsourced Coding 2014: Do You Have Enough Resources For The ICD-10 Transition?" (March 2014)

Minimum of 95% coding accuracy rate

Maximum 48 hour turnaround time

Off-shore operations ISO certified for quality and security

Revenue Cycle Management

☑ **Ongoing reimbursement cuts?**

☑ **Difficulty with implementing regulatory changes?**

☑ **Increased risk of reduced payment or no payment?**

☑ **Lack of experienced business office staff?**

It is estimated that around **90%** of all denials are preventable[3]

"Their results have been OUTSTANDING…consistently exceeded our expectations … increased our cash collections and reduced our aged third party receivables. For over 18 years, we are proud to have Pyramid as not just a vendor, but a partner in our success."

Corporate Director, Patient Accounting
Orlando Healthcare

End-to-End Cost Efficient Solutions From The Revenue Cycle Expert

Anthelio helps providers achieve an optimized revenue cycle process through an integrated approach, rather than a series of unconnected steps.

⊙ **Revenue Cycle Optimization**
- Assessment - Comprehensive assessment of current key processes from the time a patient arrives until the claim has been paid.
- Implementation - Identifying and implementing best practices will improve the efficiency and effectiveness of the revenue cycle.

⊙ **Patient Financial Services**
- Anthelio partners with providers to implement cost-effective Patient Financial Services designed to maximize cash collections through the use of best practices and innovative technology.
- Anthelio offers a wide array of PFS services to assist with:
  - AR needs
  - Business office outsourcing
  - Medical billing
  - Practice management system conversion with data archiving

Over 7 Million accounts managed in PFS	$13 Billion AR managed	Credentialed staff - CRCE, CRCS, CHC, RN and LPN

HALO Clinical Documentation Improvement

☑ **Lack of preparation for ICD-10 conversion?**

☑ **Inadequate physician/clinician education?**

☑ **Disruption to physician workflow and inability to achieve physician buy-in?**

☑ **Inadequate CDI staffing resources?**

About **500 million** patient record entries are created that contain poor quality clinical documentation [4]

"Anthelio CDI physician training was excellent, and was even better than they had hoped for."

HIM Director
Erlanger Health System

Take Your Documentation To A Whole New Level

Anthelio ensures that clinical documentation is accurate, complete, and compliant.

◉ **CDI Program Management -** Overall day-to-day management, staffing and operations of CDI Programs. Communicate with key stakeholders (executive leadership, physicians, HIM and other departments) regarding CDI metrics, physician engagement and any success/barriers to program outcomes.

◉ **CDI Audit Services -** Anthelio offers a thorough assessment by completing an audit of current documentation, which pinpoints missed opportunity, specificity, and compliance. A comprehensive ICD-10 audit identifies diagnosis(es), physicians, and services that will require more documentation specificity and utilizes that data to guide education services.

◉ **CDI ICD-10 Physician Education Offerings -** Customized physician education includes detailed chart audit to drill down and examine select physician's documentation records in an effort to grow insights into the physician's documentation tendencies and improvement opportunities.

Certified CDI Specialists	Quality Outcomes & Revenue Integrity	Change Management Best Practices

CodeGenie
The Physician Documentation Feedback Solution

☑ **Lack of an integrated platform for clinical collaboration?**

☑ **Inability to identify specific training needs for clinicians?**

☑ **Lack of tools to measure improvement in clinical documentation?**

It is estimated that doctors in the U.S. leave approximately **$125 billion** on the table each year due to poor coding and billing practices[5]

"Using CodeGenie work queues, our coding supervisors review the feedback going to practitioners and evaluate how well coders are communicating the ICD-10 specificity requirements, thereby ensuring that practitioners find value in their feedback report cards. Physicians have commented how much they appreciate the information provided to them - both on their positive specificity trends and on opportunities for documentation improvement. They have not only gone back to review their own notes, but in order to support their colleagues they have openly shared their feedback in department meetings."

ICD-10 Program Director
UW Medicine

Empowering Your Organization To Meet The ICD-10 Challenge

CodeGenie is a unique tool that allows physicians to collaborate in real-time. CodeGenie has been designed to help providers through the coding process by collecting documentation improvement opportunities identified by coding, clinical documentation improvement teams, and compliance professionals.

It will also relay documentation opportunities as well as positive reinforcement feedback to providers. This education tool tracks and trends compliance with the new code set and communicates documentation choices in an interactive application to providers.

⊙ **ICD-10 Readiness -** The one-of-a-kind tool that helps providers achieve the documentation specificity required for ICD-10 transition.

⊙ **Physician Review -** Assess, educate, track and trend physicians on the required documentation specificity.

⊙ **Clinical Documentation Improvement -** Collaboration across multiple roles and reviewers to achieve CDI goals.

⊙ **Addressing Regulatory Mandates -** Track coder's accuracy and competency to ensure compliance with regulations.

303 users accessing the system	2,366 physicians receiving feedback	45,870 specific feedback provided

HALO ICD-10 Services

- ☑ **Anticipated drop in coder productivity with ICD-10?**
- ☑ **Lack of preparation for ICD-10 conversion?**
- ☑ **Vendor ICD-10 readiness concerns?**
- ☑ **Physician education and training needs?**
- ☑ **Limited time for ICD-10 testing?**
- ☑ **System issues and IT mapping issues?**

Only **21%** of physicians believe they are ready for ICD-10 implementation[6]

"Anthelio Healthcare is definitely ahead of the game for ICD-10. They have been ahead for about four years now, so their staff training is very good."

Manager
Collected by KLAS, Jan 2014

Disclaimer – This selected commentary may not represent the whole of provider sentiment related to this product or service. Visit KLASresearch.com for a complete view.

## Turn Your ICD-10 Challenges Into Revenue Opportunities

Anthelio offers a wide range of ICD-10 assessment, remediation, and education services to hospitals and other healthcare providers. Using industry best practices and our structured assessment methodology, Anthelio can assist customers in engineering a successful path to an ICD-10 environment to support regulatory compliance.

- ⊙ **ICD-10 Readiness and Risk Assessment -** Assist customers in engineering a successful path to an ICD-10 environment to support regulatory compliance.

- ⊙ **ICD-10 Assessment and Remediation -** Single window for customers to liaise with experts who will provide an actionable roadmap to the ICD-10 remediation.

- ⊙ **ICD-10 Education -** Customizable solutions for all provider training needs to assist them in hitting the mark for ICD-10 compliance.

Proven ICD-10 expertise	AHIMA approved and certified ICD-10 CM/PCS trainers	Integrated team with IT, HIM, and EHR expertise
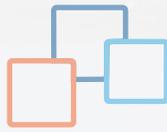
HALO Transcription/ Voice Recognition

☑ **Long AR cycle?**

☑ **Transcription accuracy and turnaround time concerns?**

☑ **Lack of qualified medical transcriptionists?**

☑ **Increased dictation and report volume?**

Average days
in AR - **35 days** [7]

> "Anthelio Transcription is always eager to lend a hand, and is great at following up on issues; and I greatly appreciate how they will contact me when they haven't heard from me in a while, to see how things work-related are going. That makes me feel real special and content that I know that I have a company that cares about me and their work. "
>
> HIM Coordinator
> Hackettstown Regional Medical Center

Solve Your Transcription Challenges With Our Customized Solutions

Anthelio's proven and fully integrated Transcription/Voice Recognition solution is customized to meet healthcare provider needs. It helps providers improve turnaround time, reduce costs, and assist in interfacing with electronic health records (EHRs) through physician direct entry or back-end transcription. Unlike companies that only deliver transcription services, Anthelio's proven and fully integrated Transcription/Voice Recognition solutions are customized to meet healthcare provider needs.

◉ Extensive years of combined experience in managing audio capture, recognition and transcription services for small, medium and large hospitals.

◉ Measurable cost controls to improve turnaround times, and assist in getting information easily into EHR systems.

◉ Experience in working with multiple transcription platforms across various EHRs.

◉ Providers gain access to the latest state-of-the-art transcription technology.

| **200+ years of combined experience** | **Hundreds of experienced Transcriptionists skilled to work on multiple transcription platforms** | **Flexible delivery models** |

Pyramid Cancer Registry

☑ **Backlogged registries?**

☑ **Trouble recruiting and retaining experienced, credentialed Certified Tumor Registrars (CTRs)?**

☑ **Difficulty meeting updated state and CoC guidelines?**

Less than 40 CoC trained consultants in the entire country[8]

"We could not be happier with our decision to work with Pyramid Healthcare Solutions. We have received commendation over the past two CoC surveys. The Cancer Conferences are running smoothly and efficiently and our physician chairman is very pleased. As an HIM Director/Compliance Officer, it can be difficult to outsource such a critical area of our department, but Pyramid has exceeded my expectations."

Chief Compliance Officer & Administrative Director HIM
Shannon Medical Center

Comprehensive Solutions From Assessment to Management

Anthelio offers cancer registry services delivered by our fully credentialed staff to ensure compliance with state regulations as well as meeting Commission on Cancer (CoC) standards. We offer flexible service models to support your project or outsourcing needs, using an experienced management staff averaging over twenty years of service.

Anthelio's CTRs are certified by the National Cancer Registrar's Association (NCRA) and most possess one or more certifications: RHIA, RHIT, CCS-P, CPC and/or CPC-H. They are all members of NCRA and state associations.

The comprehensive Cancer Registry services include:

- CoC Survey assessment
- CoC Survey preparation
- Remote case finding
- On-site/remote abstracting
- Cancer registry backlog follow-up
- Cancer registry gap analysis
- Outsourcing/contracted management

20+ years of experience in the cancer registry field	15+ years of cancer data provided to physicians for quality studies	Track over 100,000 patients to ensure continuum of care per CoC standards

Cutting-Edge Solutions That Drive Cost Savings, Efficiency, And Success

Anthelio's comprehensive HIM optimization solution provided a large regional university health system with a detailed roadmap to improve all HIM operations, coding, and transcription services. It delivered outstanding results, including significant cost savings and enterprise-wide efficiencies enabled by the implementation of best practices. Anthelio enabled the university health system to identify savings of $1.6M for FY14 and an additional $3.2M for FY15.

Anthelio's HIM department at a 222 bed acute care hospital, in conjunction with the hospital's administration, has maintained a near 0% record completion delinquency rate for the past 4 years. This achievement satisfies HFAP/CMS regulatory standards for record completion.

Anthelio assisted its full HIM outsourcing customer, a part of a major multi hospital healthcare system, in meeting Meaningful Use metrics outside of the regular HIM contract. Anthelio has been supporting this customer in meeting MU metrics since 2011 and has been instrumental in this customer's ability to meet MU metrics to receive approximately $7.2M in incentive payments over the years. This support included abstracting data for Stoke and VTE metrics, converting ICD-9 codes in patient's Problem Lists to SNOMED codes and transmitting Transfer of Care Summary Reports to providers.

Anthelio's coding team enabled a large acute care facility to successfully reduce their DNFC at the site from $107.2M to $30.6M, a decrease of $71.7M in just 22 days! Another Anthelio client, one of the largest NCI designated cancer centers in the country, acknowledged Anthelio's coding assistance in helping to lower their DNFC from $212M to $60M, a decrease of $152M in just 60 days!

Through a partnership with a 220 bed acute care hospital, Anthelio's staff has assisted the hospital in increasing their overall coding accuracy rate while also reducing their overall coding turnaround time by 40%.

Brochure References

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