



Recovering Millions in Lost Revenue While Lowering Audit Risks

“ One of the greatest values of E&M CodeRight is the immediate impact on physician’s behavior. ”

Dr. Dennis Rochier | Healthcare Executive
Greenbank, WA

Our Solution

Our process is 100% straightforward – no “upcoding,” no games. Well documented care renders higher revenue, reduces medical-legal risk and reduces audit risk. Our unique insight of using practicing physicians as trainers enables the process to be clinically driven and gives focus to documenting all of the work, both physical and intuitive, that takes place in the E&M visit.

Proven Results

We’ve found significant additional revenues, as much as \$15k-20k per physician per year, in hundreds of large medical groups while simultaneously reducing compliance risk and improving clinical care.

E&M CodeRight will help your physicians refine, simplify and improve the quality of their clinical documentation while improving coding accuracy and compliance with CMS Guidelines.

Developed in real-world medical groups, MediSync’s E&M CodeRight has been celebrated in over 150 medical groups as a welcome success. Doctors like it. Compliance staff like it. The CFO like it. Leadership and management are appreciated for having introduced it.

Actual Results Achieved by a MediSync Client Medical Group

\$14,400

Incremental Revenue
per Physician Per Year

1.5M

Incremental Revenue to
Medical Group

255% ROI

net of expenses in Year 1
(611% in Year 2)

3-4 MONTH

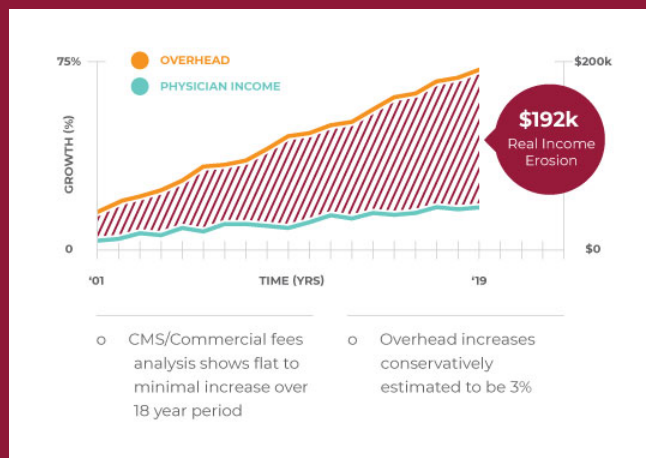
Payback
Period

How Are E&M Coding Accuracy and Revenue Erosion Related?

Your payer rates are increasing at a much slower rate than your overhead is inflating. Every year a doctor loses more money if s/he sees the same number of patients and has the same support structure.

As leaders and managers of real world medical groups, we've found that we needed to deeply rethink the entire group venture. If we kept doing what we've always done, the groups we lead would have failed.

Our first step was to discover that we were not realizing and recognizing all the revenue that we rightfully earned. At the same time, we found that our physicians were wasting time and motion that were not contributing to better care or better financial performance.



We can show you that virtually all physicians document the wrong substance and bill inaccurate E&M codes. They routinely undervalue the services that they've already provided. Across groups, the result is millions of dollars in lost revenues.

How We Train

- Training is completed in three brief, face-to-face, small group sessions, over a four to 60-day period
- Physician Trainers provide personalized instruction and chart reviews, concentrating on not only what is documented by the provider but what may not have been included in the medical record
- After the initial training session, the trainers audit charts with the physicians evaluating the documentation specific to that physician and his/her practice to effect real change
- Training will provide the physicians with an easy method to calculate an accurate code on every E&M visit taking into account their documentation including their medical decision making

We're proud of the great successes our clients have accomplished for themselves and their patients.



Make Better Happen

The medical group is at the forefront of healthcare transformation. MediSync's expertise and sole focus is medical group performance and we have helped over 150 leading medical groups across the nation achieve their goals.

The MediSync Way is unique because we have:

- Deep medical group industry expertise acquired from our 20+ years of experience of leading and operating large medical groups
- Significant investments of time and resources in transformational innovation, thought leadership, and research and development aimed at helping medical groups perform better
- Focused on quality and process excellence including a commitment to Lean Six Sigma and proven, real world systems that achieve and sustain nation leading results
- Committed to medical group leadership and culture development through results-driven change management disciplines and methods that maximize performance