

## Powerful results

A snapshot of seven healthcare organizations' professional coding success



# Real results #1

**Location:**

Southwestern United States

**Type:**

Academic health system,  
level 1 trauma center

**Installation:**

Multi-specialty

**Solventum technology:**

Solventum™ 360 Encompass™  
Professional System – single  
path coding

**EHR/Billing:**

Cerner (EHR); Soarian  
Financials (facility billing);  
IDX (professional billing)

**53%**

**productivity increase**  
in the last 12 months  
(items/hour)

**27%**

**Increase** in coded  
encounters

From 75% to

**95%**

E/M coding accuracy  
after 3 months of coding

**23%**

**Increase** in RVUs

Powering through  
change for increased  
productivity and  
compliant coding

**The issues:**

- Facility and professional coding in silos
- Large quantity of nonmatching codes (declines)
- 54% of rework by professional coding staff
- Coding “in the dark” with providers not knowing how accurate their codes were

**The results:**

- Ability to complete CPT® and ICD coding for both providers and facilities in one system
- Immediate decrease in lag time
- More compliant billing

## Real results #2

**Location:**

Southeast United States

**Type:**

Regional hospital; medical complex

**Installation:**

Interventional radiology;  
pulmonology; urology; OBGYN

**Solventum technology:**

Solventum 360 Encompass  
Professional System – facility and  
single path coding

**EHR/Billing:**

Epic (EHR, hospital and  
professional billing)

**37%**

**productivity increase**

in the last 13 months for single  
path coders (items/hour)



**54%**

**productivity increase**

in 6 months for professional  
facility coders (sessions/hour)



Two groups come  
together to form one  
powerful team

**The issues:**

Two different groups, two coding  
platforms; one coding system  
for facility outpatient, another  
for professional fees. The result?  
Codes that didn't match, denials,  
rework – and, sometimes, money  
left on the table.

**The results:**

Both facility and professional  
coding teams unite under one  
system—with professional  
and facility documents all in  
the same workflow.

We call this single path coding.

## Real results #3

**Location:**

Midwest United States

**Type:**

Level 1 trauma center,  
teaching hospital

**Installation:**

Multi-specialty

**Solventum technology:**

Solventum 360 Encompass  
Professional System – facility and  
single path coding

**EHR/Billing:**

Cerner revenue cycle

60%



**productivity increase**

in the last 6 months for professional  
facility coders (sessions/hour)

Streamlining multiple  
specialties with a  
single solution

**Multiple specialties  
installed including:**

- Anesthesiology
- Clinical lab
- OBGYN
- Oral health
- Pathology
- Pediatrics
- Emergency medicine
- Internal medicine
- Radiology
- Trauma

And many more...

## Real results #4

**Location:**

South Central United States

**Type:**

Level 1 trauma center,  
teaching hospital

**Installation:**

Multi-specialty

**34%**

**productivity increase**

in 5 months for professional  
facility coders (sessions/hour)



**5%**

**increase in total RVUs**

across all specialties in 3 months



**Solventum technology:**

Solventum 360 Encompass  
Professional System – facility only

**EHR/Billing:**

Soarian (moving to Epic)

One integrated solution  
for all specialties

**24+ specialties  
installed including:**

- Allergy and immunology
- Anesthesiology
- Colon and rectal surgery
- Dermatology
- Emergency medicine
- Internal medicine
- OBGYN
- Orthopedic surgery
- Pathology
- Pediatrics
- Plastic surgery
- Radiology
- Thoracic surgery
- Urology

And many more ...

## Real results #5

**Location:**

Western United States

**Type:**

Academic health system

**Installation:**

Multi-specialty

**Solventum technology:**

Solventum 360 Encompass Professional System – facility and single path coding

**EHR/Billing:**

Epic (EHR, hospital and professional billing)

70%

Coder productivity  
increase for radiology

12%

Increase in  
HCC capture

35%

Coder productivity  
increase in  
procedural areas

96%

Clean claim rate

## Industry leading innovation

### The issue:

This organization decided that the status quo was no longer good enough and it needed to incorporate improved technology and workflows across the entire professional fee operation.

### The results:

After leading a transformative innovation by partnering with Solventum, this organization improved operational and performance metrics across coding and revenue cycle—paving the way for organizational change management and single path coding.

## Real results #6

**Location:**

Southeast United States

**Type:**

Multi-hospital health system

**Installation:**

Multi-specialty

**Solventum technology:**

Solventum 360 Encompass Professional System – facility only

**EHR/Billing:**

Cerner (EHR), eClinicalWorks (professional billing)

**30%**

**productivity increase**

for professional facility coders (coding/hour)



**13**

**days**

reduction in lag days



**Improvement for inpatient and surgical rounding**

**The issue:**

Inefficient workflows and processes associated with provider-led coding not reconciling with coding operations.

**The results:**

The incorporation of a common technology and a uniform approach has led to a consistent operational cycle with zero missing hospital rounding charges and overall improved HCC capture rates.

We call this the power of a united coding front!

## Real results #7

**Location:**

Southwest United States

**Type:**

Academic medical center

**Installation:**

Multi-specialty

**Solventum technology:**

Solventum 360 Encompass Professional System – inpatient, outpatient and single path coding

**EHR/Billing:**

Epic

**49%**

**productivity increase**  
for professional IP/OP  
coders (sessions/hour)

**27%**

**productivity increase**  
for single path coders  
(items/hour)

**10**  
days

**reduction in TAT DOS\***  
to final coded (82% down  
from baseline)

\*Turn around time from date of service

**Productivity that soars!**

**Multi-specialty  
installation including:**

- Family medicine
- Internal medicine
- Neurological surgery
- Pediatrics
- Surgery

Professional inpatient (IP)/outpatient (OP) and single path coders have seen amazing results since adopting Solventum 360 Encompass Professional.

A decrease in accounts receivable (A/R) days means coders can get things done faster and more efficiently. Add having better visibility in the organization's key performance indicators (KPIs) – including never before seen relative value units (RVUs) – and you have all you need to streamline your operations, at your fingertips.

# Powerful results speak for themselves

With more than four decades of coding expertise, Solventum provides the right coding tools with the right processes, enabling coding teams to become professional coding experts. With first-of-its-kind technology, the Solventum 360 Encompass Professional boosts productivity and efficiency for both professional and facility coders, so they can:

- Gain visibility into each other's workflows
- Review previously coded documents and those documents yet to be coded
- Reference all available, pertinent documentation
- Directly interface with many major EHRs in the market

The result is a complete, compliant and accurate claim submission process that can help reduce denial rates and empower organizations to succeed.



## Contact Solventum today

For more information on how our products and services can assist your organization, contact your Solventum sales representative, call us at 800-367-2447, or visit us online at [Solventum.com](https://Solventum.com).



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