More specific code sets, consistent terminology, classification axes, and code set structure and supporting clinical documentation can actually help make code selection easier.
ICD-10 is the biggest mandated change in diagnosis classification and procedure code sets in more than 30 years. The transition and the tasks associated with implementing it are daunting, but they’re also ripe with opportunities to improve internal processes.

Organizations that think strategically and start the process early will experience the most successful implementations. Web-based coding solutions (also referred to as eSolutions) can help you proactively manage training and implementation throughout the transition, while helping you maintain revenues.

More than 100,000 users rely on Optum eSolutions for simpler, more accurate coding — maybe it’s time to learn why.
THE TRANSITION IS RIGHT AROUND THE CORNER — IS YOUR ORGANIZATION READY TO TAKE THE DRIVER’S SEAT?

Eliminate roadblocks with web-based coding solutions.

ICD-10 will have 668% more codes than ICD-9 — but that doesn’t mean the transition has to interfere with productivity. Web-based coding solutions, such as EncoderPro.com and RevenueCyclePro.com, offer an affordable, simplified alternative to coding books alone. These helpful tools can help you experience a smooth, successful transition with fast access to ICD-10 codes, data, and mapping tools.
ICD-10 has the potential to change everything. With more than 140,000 codes, printed code sets may no longer be convenient or efficient, and the sheer volume may initially increase errors and inaccuracies. With a current estimated error rate of 30–80% of all medical bills, this isn’t a mistake that most organizations can afford to make.

The Optum suite of web-based coding solutions can help you transition smoothly, improve accuracy, and result in significant time and money savings. To learn more about our eSolutions, see pages 23–26.

Making the switch could accelerate huge savings. Transitioning from a paper-based health care system to an electronic one in the United States is estimated to result in savings of almost $30 billion.

Billing errors and their consequences:

30% to 80% of all medical bills in the U.S. contain errors (estimates vary).

I.O.U.

- Damaged credit
- Loss of revenue
- Fraud investigation
- Hefty fines
- Other disciplinary actions
- Exclusion from government programs
- Hefty fines
- Other disciplinary actions
- Exclusion from government programs

30–80% of all medical claims include inaccuracies. With the transition to ICD-10, errors could increase even more, resulting in a devastating impact on both your business and your patients.

Half the time. Half the denial rates.
In interviews conducted with more than 35 industry experts and decision-makers in large provider and payer organizations, the consensus was clear — web-based coding and referential information is essential in today’s environment. Study participants agreed that electronic solutions helped cut denial rates in half — at a minimum — and some reported even more dramatic results.

Top benefits of utilizing web-based coding solutions:
• Shorter bill processing time
• Better revenue capture rates
• Lower error or denial rates
• Reduced time in A/R
• Improved staff efficiency and accuracy
• Savings due to reduced need for print code books and reference guides
• Improved ability to comply with new federal guidelines or regulations
• Enhanced ability to analyze practice financials
“Optum EncoderPro Expert has cut down on the number of rejections, reduced rework, and decreased the average number of A/R days. It has also improved our productivity, and ensured that we get reimbursed properly for the services we provide.”

Mary Beth DeGray, Revenue Cycle Manager, Indian Stream Health Center

“It’s important to use [electronic] tools that can aid with documentation and correct coding. The additional reimbursement can be in the thousands each month.”

Robert Tennant, Senior Policy Advisor, Health Informatics, Medical Group Management Association

Thanks to EncoderPro.com, we are submitting cleaner claims and getting paid right the first time, rather than having to go back and figure out what went wrong with each claim.”

Susan Goldsmith, Director, Medical Billing, Arizona Pain Specialists
More specific code sets, consistent terminology, classification axes, and code set structure and supporting clinical documentation can actually help make code selection easier.

**The Optum Suite of Coding eSolutions**
Simplify your ICD-10 transition and improve your processes with web-based solutions and data files from Optum.

**Solutions Ahead:**
- Physician Solutions, pages 23, 25–26
- Facility Solutions, pages 24–26
- Data Files, page 26

**Learn more.**
**Visit:** OptumCoding.com/Transition  
**Call:** 800.464.3649, option 1

Scan this code to register for a custom eSolutions demo.