

# SUCCESS STORY

## Revenue Optimization

### Improved Revenue and Compliant Coding with IKS CDI Solution

#### CLIENT PROFILE

This network of academic medical centers and teaching hospitals, spanning 14 locations, is enhancing clinical outcomes and ensuring accessible healthcare for all.

#### CHALLENGE

- Coding compliance and precision while consistently adapting to revisions in coding and telehealth guidelines
- Needed a reliable and efficient medical coding partner to support rapid scaling and expansion while maintaining revenue stability

#### SOLUTION

- Analyzed historical coding patterns while identifying documentation gaps and areas requiring intervention
- Established clinician-level benchmarks on coding patterns and ICD-10 capture rates, and then compared to adjusted national benchmarks
- Developed a mechanism for reporting and governance to evaluate clinician-level performance, post IKS coding solution implementation, focused on relative value units (RVUs) per visit, E&M levels, and screenings coded per visit

#### RESULTS

- Identified patterns for clinical documentation improvement (CDI) as CDI experts shared regular feedback with physicians
- Ensured documentation gap closures, thus improving coding compliance



#### IMPACT DELIVERED

**3.38%**  
Improvement in work RVUs

**\$3.2**  
Revenue correction per patient visit



To learn more about IKS Health Revenue Optimization, contact us today at [info@ikshealth.com](mailto:info@ikshealth.com).

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