

# **Med**Compliance



## **Valuing a Comprehensive Charge Description Master (CDM) Review**

**Quickly Resolve CDM compliance and reimbursement issues. Reduce denials and risks for fraud. Shorten revenue cycles and help cut operating costs.**

**MedCompliance Services, Inc.  
129 Club House Road – Box 3520  
Breckenridge, CO 80424  
&  
800 West Ave. Suite #1001  
Miami Beach, FL 33139**

**305-604-7931 (Office & Cell)  
[www.MedCompliance.com](http://www.MedCompliance.com)**

## **Elevating the CDM to its Appropriate Status in the Revenue Cycle**

How does one measure the value of a Charge Description Master (CDM) review? Perhaps this process begins by determining your organizations perception of the value of the Charge Description Master itself. Is it viewed as one of your organizations most strategic assets? Often with management devoting much of their time to what may be viewed as larger and more important issues, the potential value of an accurate CDM may be unintentionally disregarded. Institutions can improve both their compliance and performance when they recognize that the CDM can be a key control point within the revenue cycle.

One of the first steps may be to elevate the organizations view of the Charge Description Master to its appropriate status within the revenue cycle and establish internal procedures for the continuous and systematic review and maintenance of this important element in the control of the revenue cycle. Through continuing control of the CDM and the resulting claims via the use of pattern recognition, modeling, frequent updates of regulatory data, logical coding relationships, the measurement of financial exposure based on the frequency of use and materiality, in addition to an evaluation of the probability of error, a comprehensive picture of the charge process can be created.

With an appropriately trained staff able to prioritize action based on the materiality of a change to the overall process, coupled with an automated system to document and track changes to the CDM accountability is introduced to what can then become the basis of sustainable revenue cycle improvement backed by strong internal controls.

## **Compliance is Integral to a Comprehensive CDM Review**

While the most important value of a CDM review is to ensure compliance with laws and regulations, compliance is often overlooked, when measured by the tangibility of the additional revenue and cash flow that will be generated because of the process. That is particularly true in these difficult economic times, when healthcare facilities are searching for ways to positively impact their bottom lines.

Since the additional funds generated, as a result of the depth of the auditor's experience, their sophisticated process techniques, and flexible payment alternatives, have always far outweighed the costs, the dual benefits of peace of mind regarding compliance and significant financial impact have always made the process worth undertaking and maintaining.

## **Securing the Benefits that a CDM Review Produces**

Because of this phenomenon, MedCompliance is pleased to offer its customers a unique service to make it easier to understand and secure the benefits that a Charge Description Master review produces:

A no cost, no obligation preliminary review of the customer's specific Charge Description Master(s) thereby identifying, in advance, the benefits available to them as a result of conducting a full review. These preliminary results are available for review, with the client, within three (3) business days of MedCompliance's receipt and verification of the customer specific data. Based on the projected benefits forecast by this preliminary review, the customer can make a more informed decision as to whether proceeding with the full review will produce sufficient compliance and financial improvement to warrant the undertaking.

While MedCompliance's standard flat rate continue to be available are intended to allow MedCompliance's prospective customers to better understand the benefit they will derive from a complete Chagemaster review in advance of the undertaking It's just another way in which MedCompliance can help reduce and/or eliminate any concerns the customer may have about the specific value that will be produced by a comprehensive Chagemaster review.

## **Improving Bottom Lines – regardless of Facility Type or Size**

So regardless of size or type of facility from the smallest of Critical Access Hospitals to the largest of short or long term Acute Care Hospitals, from physician Billing Groups to Skilled Nursing facilities, whether you are private, faith based, or government operated, please consider our new offerings as you contemplate the various ways to improve your bottom line.

While every entity is different and results may vary, a concise representation of the actual Total Patient Revenue improvements experienced by some of our past clients follows:

## Total Patient Revenue Impact

Facility	Beds	TPR Impact
A	294	\$6,116,792
B	190	\$4,429,957
C	272	\$6,115,097
D	243	\$9,461,571
E	268	\$2,386,272
F	198	\$4,481,968
G	483	\$24,955,302
H	175	\$10,478,759
I	624	\$33,307,560
J	783	\$13,515,264
K	130	\$1,545,118
L	286	\$10,388,818
M	399	\$4,337,921
N	135	\$1,986,318
O	157	\$2,722,743
P	290	\$10,493,854
Q	406	\$6,534,085
R	120	\$2,705,423
S	492	\$12,943,048
T	189	\$6,063,718
U	293	\$7,680,189
V	110	\$4,628,431
W	389	\$5,756,250
23	6,926	\$193,034,458
Average:	301	\$8,392,803

### About MedCompliance Services Inc.

MedCompliance has over 100 combined years of experience working in the healthcare revenue cycle while serving clients throughout the country. MedCompliance provides Chargemaster validation reviews, compliance audits, and staff education services, to healthcare facilities across the U.S.

*"Staying abreast of new healthcare rules and regulations, minimizing the potential risk of fraud, and empowering staff through education while finding more revenue for hospitals ... this is our niche."*