

**OPPORTUNITY  
ASSESSMENT  
FRAMEWORK**

**Opportunity drivers**

**LIMITED TIME**

for audits and associated training, resulting in limited information to appropriately assess and impact inpatient coder performance

**LIMITED RESOURCES**

Resource constraints to conduct consistent, effective revenue integrity audits

**ASSESSMENT LIMITATIONS**

Risk associated with limited ability to assess coding compliance regularly

**INEFFECTIVE TRAINING**

of coders and physicians based on audit reviews

**DRG INTEGRITY AUDIT**

**Key indicators of need**

DRG Revenue Integrity Audit can have a significant financial impact on your organization if your program/Coders are below the following Baselines

METRIC	BASELINE	TARGETS
%DRG cases audited	less than 60%	above 60%
Coder error rate	more than 5%	5% or less
Coder query response rate	less than 95%	95% or more
Agree rate	less than 98%	98% or more
Query attempts	several	1

**A CLIENT CASE EXAMPLE**

Opportunity for improvement of performance and ROI

Significant increase in Net Revenue and Compliance; NO RISK Contingent Fee Model

METRIC	BASELINE	ACTUAL
%DRG cases audited	15%	65%
Coder error rate	17%	5% or less
Coder query response rate	30%	95%
Agree rate	50%	98%
Query attempts	more than one on avg	1
Cases audited	none	2734
DRG shifts	n.a.	457
DRG shift value	n.a.	\$3,125.48
DRG audit cost	n.a.	\$659,086.92
Client net revenue	n.a.	\$769,256.89

\*Contingent Fee: 30% of increase; 12% of decrease