

A majority of group practices of 10 or more physicians (68 percent) said they would seek advice from an outside party to transform their operations financially and clinically before the second quarter of 2019.<sup>1</sup>



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## CASE STUDY NO. 4 CODING AND DOCUMENTATION REVIEW

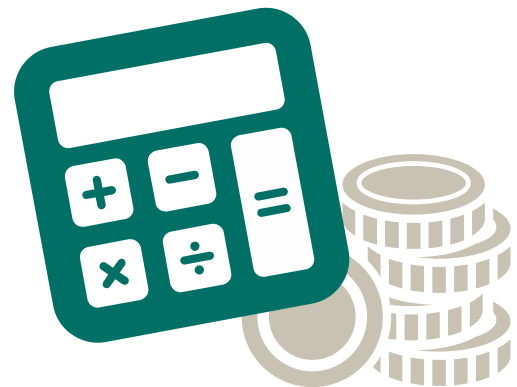
**Practice:** Solo pulmonologist in a small rural community

- **CHALLENGE:** Physicians receive very little formal instruction on appropriate medical record documentation and on procedure and diagnosis coding.
- **OUTCOME:** The physician requested consulting assistance to review his encounter documentation and code selection(s). Findings indicated the physician's error rate was 70 percent, meaning documentation did not support the level of service reported. After studying the consultant's report and receiving hands-on training, the physician had a follow-up review. His error rate improved to 20 percent. The consultant also identified the physician's missed opportunities to capture nearly \$95,000 in earned revenue.

On average, practices lose

# 10-30%

of potential revenue  
due to incorrect coding.



Downcoding can cost  
a single doctor

# \$40,000

in lost revenue each year, according  
to a study published in  
*Medical Economics Magazine*.<sup>2</sup>

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<sup>1</sup> Becker's Hospital Review, eWeeklies newsletter, Study: Few physicians prepared for value-based care, Written by Kelly Gooch, May 22, 2018.

<sup>2</sup> Healthcare Business Management Association, Where Your Clients Might Be Losing Money in Their Practice, January/February issue of HBMA Billing, by David Doyle, Feb. 21, 2013.