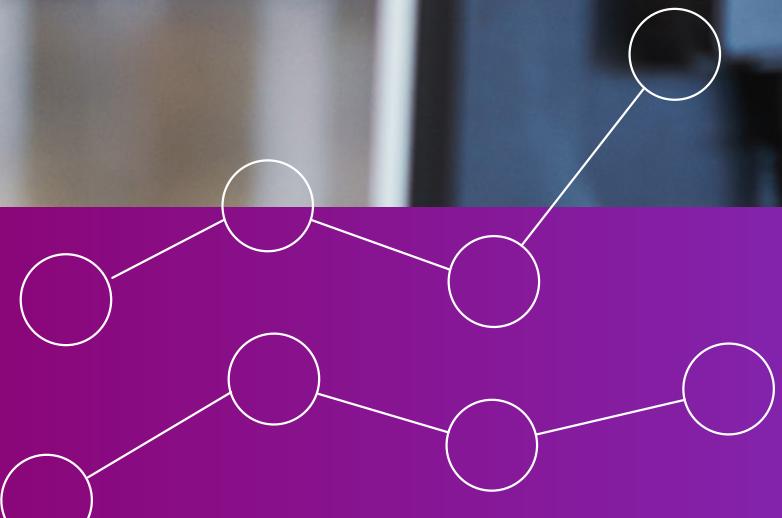




3M Health Information Systems

# The 3M™ 360 Encompass™ System.

It's never been better.



# The competitive advantage

We've all seen what happens when organizations stop reinventing themselves. Do you recall Blockbuster Video? Remember when everybody had a Nokia phone? By its very nature "innovation" requires imagination, a vision for the future and courage. Genuine innovators and innovative organizations persist until they successfully change the status quo.

For more than 35 years, 3M Health Information Systems has partnered with healthcare organizations to change the status quo by creating innovative solutions to some of the industry's most persistent problems.

3M's vision and deep clinical expertise led to the development of industry-proven, risk-adjustment methodologies that are the basis of payment used by the Centers for Medicare & Medicaid Services (CMS) and 41 state agencies. These methodologies power the natural language processing (NLP) that drives the most widely adopted computer-assisted coding and clinical documentation solution in the U.S.: the 3M™ 360 Encompass™ System.

In today's healthcare industry, one thing remains certain—change. Forward-thinking hospitals have embraced this reality and are leveraging cutting-edge technology to innovate their teams' workflows and data systems. With advanced 3M technology and services, you too can stay ahead of the curve.

“The hospital is a human invention and as such can be reinvented at any time.”

—Leland R. Kaiser, Ph.D.



# 3M Health Information Systems

**300+**

active industry  
partnerships

**20 countries**

use 3M Health Information  
Systems products

**60 million+**

clinical documents pass through  
our systems every month

**30+ years**

of contracting and working  
with CMS

**2%**

of U.S. GDP  
from healthcare  
costs are  
risk-adjusted with a 3M  
methodology

**4,300+**

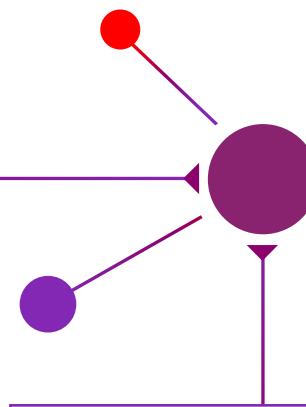
U.S. hospitals use the  
3M coding systems

**41 states**

use 3M methodologies as  
their basis of payment

**1,450+**

facilities send data through our  
3M™ Clinical Discovery Engine every day



# Future-proof your revenue cycle

Introduced in 2011 as a solution to help healthcare organizations effectively transition to ICD-10, the 3M™ 360 Encompass™ System has evolved into a platform of innovative revenue cycle solutions that not only advance patient data, but also break down the silos separating the coding, CDI, physician and quality teams.

In use at over 2,000 healthcare organizations, 3M 360 Encompass is the industry's choice to fight shrinking reimbursements, coder shortages and changing government regulations. Now data systems and teams can successfully communicate and capture the patient story all within a single platform.

## How does it work?

Built on 3M's proprietary grouping methodologies and reimbursement logic, 3M 360 Encompass leverages our powerful NLP platform with a blend of statistics and rules to automate coding and documentation improvement. The system offers users multiple workflows, numerous reporting capabilities and embedded quality indicators.

## Today the platform includes:

- **3M™ 360 Encompass™ System, which offers both:**
  - 3M™ 360 Encompass™ System for computer-assisted coding (CAC)
  - 3M™ 360 Encompass™ System for clinical documentation improvement (CDI)
- **3M™ 360 Encompass™ Professional System**
- **3M™ 360 Encompass™ MD System**
- **3M™ 360 Encompass™ Audit Expert System**

**20% increase**

in inpatient coder productivity on average

**Improved**

HCC capture rate

**74% increase**

professional coder productivity

**50% time savings**

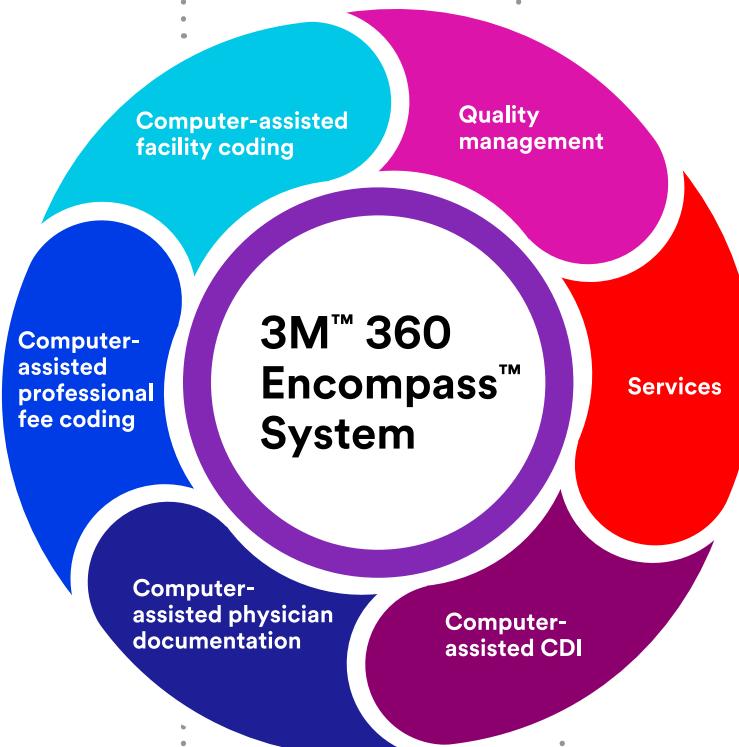
through workflow-enabled physician query response

**95% identification rate**

for PSIs and HACs

**2–8% increase**

in case mix index on average



\*The return-on-investment figures shown are reported by select 3M 360 Encompass System users. These figures are not guaranteed and may reflect above-average results.

# Fast-track facility coding

## 3M™ 360 Encompass™ System for computer-assisted coding (CAC)

3M 360 Encompass for CAC helps coders review and code far more quickly than manual methods. The CAC technology uses 3M's NLP engine to analyze the text of a patient's record and suggest appropriate codes based on current regulations, coding rules and compliance guidelines.

The human coder then reviews and validates the auto-suggested codes, using links to supporting reference materials as needed. The result is time-saved on routine coding tasks, freeing the coder to work on more complex records.

3M also offers support from experienced, credentialed coders. The end result is a solid return on investment through improved coder productivity and increased documentation specificity.”

### What are the results?

 **20%**

increase in inpatient coder productivity on average

 **9.8%**

decrease in DNFB

 **15%**

outpatient coder productivity gain

# Aim for complete, compliant documentation

## 3M™ 360 Encompass™ System for clinical documentation improvement (CDI)

Clinical documentation drives the data that hospitals use for analysis, billing and payment. However, without the help of technology, CDI specialists can't possibly review all cases. This leads to missed opportunities to improve documentation for quality metrics, clinical validity, denials prevention and risk adjustment.

With the 3M 360 Encompass System for CDI, CDI professionals can cut through the noise and pinpoint specific documentation that requires clarification—all while the patient is still in-house. Electronic query capability, CDI reference materials, autosuggested queries, CDI edits and worklist prioritization all come together to boost CDI specialist productivity.

### What are the results?

 **2-8%**

increase in case mix index on average

 **60%**

reduction of CDI query-creation clicks

# Bridge workflows between facility and professional coders

## 3M™ 360 Encompass™ Professional System

In a consolidated healthcare environment, facility and professional coders often work in centralized coding departments. As a result, large hospitals must bridge clinical documentation with both types of coding workflows. 3M 360 Encompass Professional makes that collaboration possible. Leveraging 3M's CAC technology with physician query and reporting capabilities, both facility and professional coders work from the same platform, providing the opportunity to review all pertinent documentation. Specialty- and provider-specific workflows are also possible.

### What are the results?

 **74%**

increase in radiology productivity



**35%**

increase in procedural productivity



**.2%**

or less denial rate



**96%**

clean claim rate

# Prevent holes in physician documentation

## 3M™ 360 Encompass™ MD System

Though electronic health record (EHR) software stores provider documentation, it doesn't identify omitted documentation or opportunities for added specificity. 3M 360 Encompass MD does just that.

Computer-assisted physician documentation analyzes the entire medical record and other available patient data and automatically sends appropriate queries to physicians.

3M 360 Encompass MD integrates queries into physicians' existing EHR workflows, so they can more easily and quickly respond.

### What are the results?

▲ **50%**

reduction in physician query clicks

▼ **Reduced**  
query response time

▼ **Decreased**  
bill-drop time from  
5 days to 3

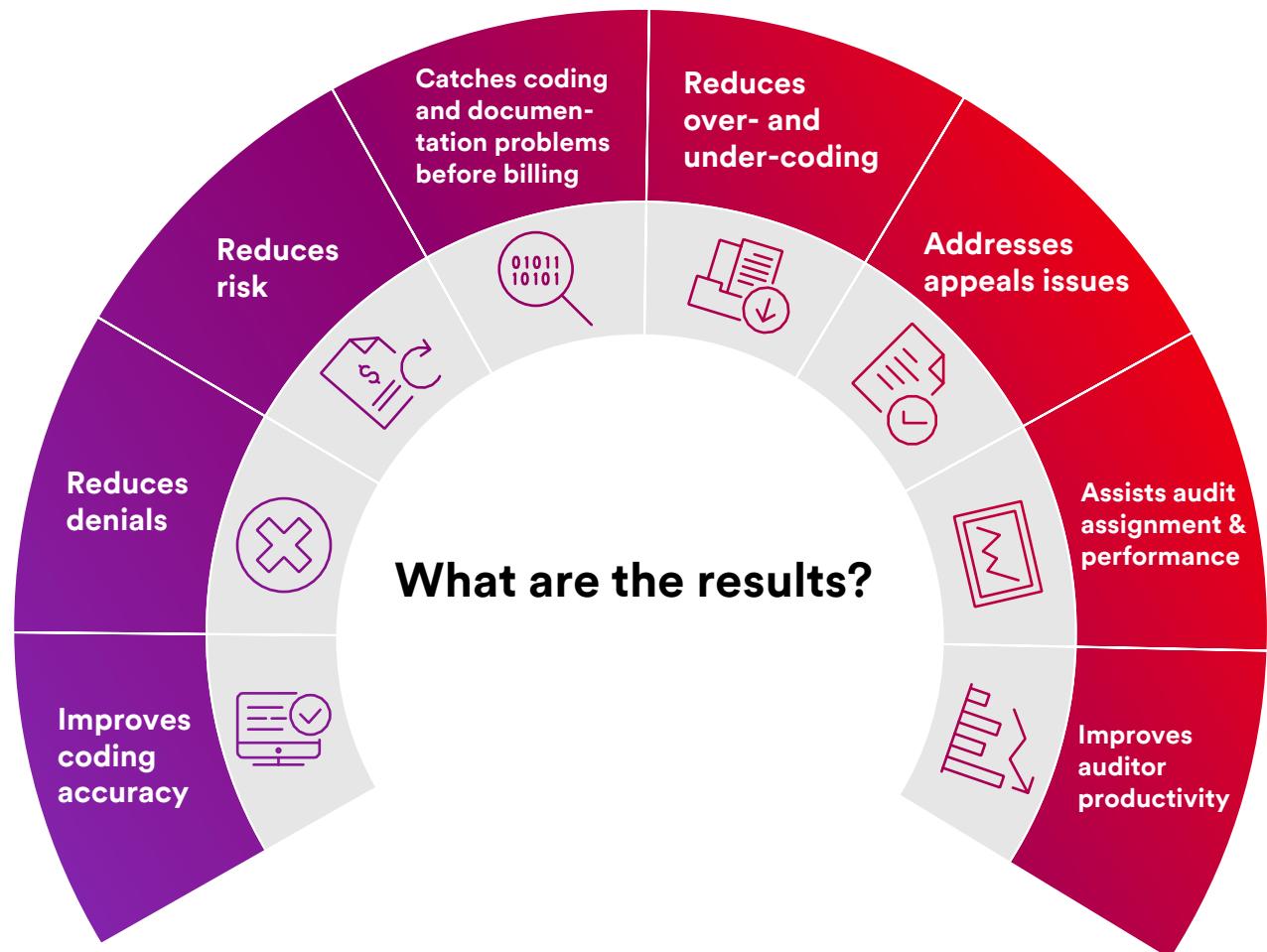
# Streamline your audit process

## 3M™ 360 Encompass™ Audit Expert System

The 3M Audit Expert System is newly integrated within the 3M™ 360 Encompass™ System to enhance the auditing process.

This new workflow streamlines the manual internal auditing process by sharing the same codes and documentation as the HIM coder, CDI reviewer and quality analyst.

The result is a powerful new way for auditors to coordinate audits, reduce delays, avoid redundancies and achieve a more efficient auditing process.



# Manage your quality metrics with artificial intelligence

## 3M™ 360 Encompass™ System

Within 3M 360 Encompass, powerful NLP technology automatically analyzes available patient data—including EHR templates and dictated documents—to identify unclear, unspecified or missing diagnoses and gaps in documentation.

When information is missing or needs clarification, 3M artificial intelligence puts both automated and customized physician queries into action. Our automated case-finding logic then uses algorithms to identify the specific cases that have early-warning quality indicators, so your quality team can zero in on the cases that matter most.

### What are the results?

▲ **95%**

identification rate  
for PSIs and HACs

▼ **63%**

decrease in PSIs  
and HACs

▲ **93%**

DRG assignment accuracy

# Close the gaps with 3M Consulting Services and staffing

All 3M technology is backed by a team of consultants with specialized credentials and more than 35 years of healthcare experience. Our consultants provide data-informed recommendations in addition to personalized support, education, training, workflow redesign and supplemental staffing.

Why put your organization at risk with coding backlogs, payment delays, claims denials, compliance audits and fines from CMS, when you can leverage staffing and consulting services from 3M?

Whether you need part-time, full-time or permanent outsourced coding professionals for inpatient, ambulatory or physician practices—either onsite or from remote locations—we have you covered.

## What are the results?

**\$3M**

average improved revenue per site

# When it all works together

What does it look like when data systems and teams can successfully communicate and capture the patient story within a single platform?

It looks like coding and clinical documentation working from the same content, reducing duplication.

It looks like facility and professional services coders using one application, putting an end to disjointed workflows and communication breakdowns.

It's timely, complete query responses from physicians and full confidence that HCCs are captured.

It's big-picture insights so hospitals can stay ahead of market changes.

It looks like teams, workflows and applications are focused on improving patient care.

The 3M™ 360 Encompass™ System platform can make this possible for your organization.



# Investing in your future

Over 100 years ago, the 3M Company was founded on creating innovative solutions to persistent problems, and for more than 35 years, 3M Health Information Systems has been applying that same innovative spirit to health information management.

When you partner with 3M, you not only get an army of experts and a comprehensive healthcare data set working for you, but you also position your data systems and teams toward the future. We work with more than 5,000 healthcare organizations, both providers and payers, to deliver cutting-edge software and services that help them succeed. Let us do the same for you.

## Call today

For more information on how 3M software and services can assist your organization, contact your 3M sales representative, call us toll-free at **800-367-2447**, or visit us online at [www.3m.com/his](http://www.3m.com/his).



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