

To: Physician Partners Members

From: Ashley Held; 619-359-6600 / ashley@partnersdocs.com

November 1, 2017

Re: Aviacode Offers Special Medical Coding and Audit Pricing for Scripps Mercy Physician Partners

Aviacode, Inc. is an industry leader in technology-enabled medical coding and compliance/coding audit services, which have been meeting the needs of physician groups, surgery centers, hospitals, and payers for nearly 20 years. They code over seven million encounters/charts a year for clients throughout the U.S., including San Diego. Their certified coders are experienced in pro-fee, facility, and HCC/risk adjustment coding for over 60 specialties. Using innovative technology, their proprietary workflow helps improve coding quality, reduce risk, accelerate the revenue cycle, and optimize reimbursements.

Services provided:

- Medical Coding
- Coding Compliance and Audit Services
- Coding Denial Management

Save up to 20% Off Your Coding as a member of Scripps Mercy Physician Partners!

Services	Standard Pricing	Physician Partners Pricing	Savings
Coding			
*E&M	\$4.25	\$3.50	18%
*Surgeries	\$10.00	\$8.00	20%
*Surgeries Extensive	\$12.50	\$10.00	20%
Coding Review Package			
E&M/Surgeries <i>10 encounters each month with 30-min review</i>	\$200.00 each month	\$165.00 each month	18%
Auditing Review Package			
E&M/Surgeries <i>15 encounters each month with 1 hour review with detailed findings report</i>	\$625.00 each quarter	\$500.00 each quarter	20%

*Estimated pricing can be changed based on findings during discovery call and workflow. In addition, there are implementation & interface development and remote connectivity setup & configuration fees. We offer a special offer to Scripps Mercy Physicians to absorb those costs over the full term of the agreement. Subject to terms and conditions.

What makes Aviacode different? Aviacode contractually guarantees coding service accuracy to give you peace of mind. How can they make a guarantee?

- Certified coders – AAPC or AHIMA certified with 3+ years of experience.
- Specialty-focused coders – Knowledgeable coders for each specialty.
- Technology-enabled solution – Use of a Coding Analyzer & Rules Engine (CARE™) rules engine for code validation or other tools to seamlessly work with your charts.
- Proprietary QA process – Routine monthly quality assurance reports by coding management.

For more details & information, please contact:

Mike Enger | National Account Executive
(801) 828-7726
mike.enger@aviacode.com

MEDICAL CODING SERVICES

Advanced facility and pro-fee coding solution that guarantees accuracy and turnaround, as well as is less costly and less hassle. Our outsourcing services are available as long or short term solutions for backlogs, overflow, coding management, and transition of specific specialties or departments.

**CERTIFIED &
EXPERIENCED
CODERS**

**GUARANTEED
CODING
ACCURACY**

**QUALITY
ASSURANCE**

**INNOVATIVE
TECHNOLOGY**

WHY AVIACODE?



Improve Coding Accuracy, Optimize Reimbursement and Strengthen Cash Flow

Our Medical Coders Aren't Good, They're Great!

Aviacode hires credentialed and experienced coders that meet our high standards after thorough testing. All of our coders are certified, have a minimum of three years of experience, and are constantly monitored and mentored on productivity and accuracy, as well as staying on top of changes in rules and regulations. We've got the domestic and global capability for you.

Coding Quality is Our Highest Priority

Aviacode contractually guarantees coding service accuracy to give you peace of mind. How can we make a guarantee?

- Certified coders – AAPC or AHIMA certified with 3+ years experience.
- Specialty-focused coders – Knowledgeable coders for each specialty.
- Coding Analyzer & Rules Engine (CARE)[™] rules engine – Customizable rules engine to validate codes within ProCoder[™].
- Proprietary QA in-line process – Routine in-line quality assurance capability within ProCoder[™] used by QA and coding management.

We will get your coding done quickly. After ProCoder implementation, we begin usually within 2-3 weeks. Our coding turnaround is typically two business days.

Technology to Increase Efficiency

Aviacode uses the flexible technology that you want for your coding solutions. Aviacode has built its proprietary coding platform, ProCoder[™], from the ground up and is industry recognized with stringent IT security compliance. We utilize the secure technology platform that meets your needs, and provide our coders with the tools for faster service and reliability.

We've Been Coding For Nearly 20 Years

\$50,103,365,534

MEDICAL CODING REVENUE BILLED
(THAT'S BILLIONS!)

7,198,516

CODING RULES WE USE

1,000+

MEDICAL CODERS

8,800

PHYSICIANS WE SERVE

50

STATES WHERE WE DO BUSINESS

110

EHR INTERFACES

61+

MEDICAL SPECIALTIES

CODING COMPLIANCE & AUDIT SERVICES

aviacode[®]
we do your Medical Coding

A comprehensive accuracy review of coding-related practices aimed at maximizing revenue efficiency, identifying potential coding compliance risks, and stopping coding-related denials.

IMPROVE
CODING
ACCURACY

OPTIMIZE
REIMBURSEMENT

ENFORCE
CODING
STANDARDS

MANAGE &
MITIGATE
RISK



Improve Revenue,
Minimize Risk and
Reduce Denials

Find Problems Before They Find You

People make mistakes that will impede your cash flow. Aviacode offers a comprehensive accuracy review of your current coding process, which will identify mistakes and help prevent future coding-related denials.

Accurate and Comprehensive Reports

Our experienced and credentialed auditors are compliant with the latest coding guidelines and changes to ensure that audits are accurate, consistent, and comprehensive. Audits are completed and reports returned typically within three weeks. In addition, we can provide provider and staff education tailored to meet your needs as desired.

The Aviacode Process Provides Fast, Actionable Results

Aviacode auditors utilize ProAuditor[®] software, our proprietary application developed to streamline and standardize audits, and provide audit results that are actionable and easy to understand. ProAuditor, along with our expert auditors, provide a powerful combination to help identify corrective actions, and provide support and training to make them happen. We offer chart audits to any size organization, from stand-alone physician clinics to multi-site hospital facilities.

Aviacode is an industry leader in technology-enabled medical coding services. Our people, proprietary software, and workflow improve the accuracy and efficiency of medical coding.

- Catch errors before they become a problem
- Understand risk and exposure on payer audits
- Conduct charge validation reviews
- Optimize reimbursement
- Manage and mitigate provider payment and RVU risk

Committed to Coding. Committed to You.[®]

For more information:

1-855-438-2634 | sales@aviacode.com

aviacode[®]
www.aviacode.com

SAMPLE AUDIT REPORTS

1 SURGERY

Page 12 of 15

Diagnoses		Procedures		
	Original	Audited	Original	Audited
Patient: Smith, Tony				
Account: 10049				
Service Date: 01/11/2016				
Physician: Laura Surgeon, MD				
Payor: Nordlan				
Coder: Darlene Barr				
Dx-1	M75.112	M75.112	Px-1	29827-1 LT 29827-1LT
Dx-2	M19.012	M19.012	Px-2	G8907-1 G8907-1
Dx-3	M25.512	M25.512	Px-3	G8916-1 G8916-1
Dx-4	M75.41	M75.41	Px-4	29824-1 LT 29824-1 LT
Dx-5	M11.811	M11.811	Px-5	64415-1 59LT 64415-1 59LT
Dx-6	M66.311	M66.311	Px-6	29826-1 LT 29826-1 LT
Dx-7	M65.9	M65.9	Px-7	76942-1 TC 76942-1 TC

Dx-4: Documentation supports adding M75.41 Impingement syndrome of right shoulder.
Dx-5: Documentation supports adding M11.811 Other specified crystal arthropathies, right shoulder.
Dx-6: Documentation supports adding M66.311 Spontaneous rupture of flexor tendons, right shoulder.
Dx-7: Documentation supports adding M65.9 Synovitis and tenosynovitis, unspecified.

Diagnoses		Procedures		
	Original	Audited	Original	Audited
Patient: Smith, Stephen				
Account: 20505				
Service Date: 01/18/2016				
Physician: Laura Surgeon, MD				
Payor: Health Comp				
Coder: Darlene Barr				
Dx-1	M75.10	S46.012	Px-1	29827-1 LT 29827-1 LT
Dx-2	M24.11	A	Px-2	29828-1 LT 29828-1 LT
Dx-3	M66.81	S43.432	Px-3	29824-1 LT 29824-1 LT
Dx-4	M19.01	A	Px-4	29826-1 LT 29826-1 LT
	S46.112	A	Px-5	76942-1 TC 76942-1 TC
	A	A	Px-6	L8699-1 L8699-1
	M19.012	A	Px-7	64415-1 59-LT 64415-1 59-LT
Dx-5	M75.42	M75.42		
Dx-6	M25.51	M25.512		

Dx-1: If coding the non-acute code, it needs a 6th digit. However, this appears to be the result of a fall.
Dx-2: If coding the non-acute code, it needs a 6th digit. However, this appears to be the result of a fall.
Dx-3: If coding the non-acute code, it needs a 6th digit. However, this appears to be the result of a fall.
Dx-4: Need 6th digit.
Dx-6: Need 6th digit.

2 E/M

Page 25 of 60

Diagnoses		Procedures		
	Original	Audited	Original	Audited
Patient: Patient 5				
Account: 20195962				
Service Date: 12/21/2015				
Physician: Provider 2, MD				
Payor:				
Coder: Diane Schriau-Weller				
Dx-1	H65.192	H66.92	Px-1	99213-1 99214-1 25 25
Dx-2	R06.5	R06.5	Px-2	94760-1 94760-1
Dx-3	B34.9	B34.9		
Dx-4	J35.2	J35.2		
Dx-5		J06.9		

Dx-1: Documentation supports a diagnosis code of higher specificity. Code H65.192 Other acute nonsuppurative otitis media, left ear has been modified to H66.92 Otitis media, unspecified, left ear to reflect the documented diagnosis.
Dx-4: Documentation does not support J35.2 Hypertrophy of adenoids. Documented as possible.
Dx-5: Documentation supports adding J06.9 Upper respiratory infection, nos.
Px-1: Increase Code Level: Documentation and problems addressed supported a higher code selection. Hx=D, Exam=EPF, MDM=Mod.

CONTACT YOUR ACCOUNT REPRESENTATIVE
FOR A SPECIFIC SAMPLE AUDIT REPORT