

Tiered Pricing Model | *Health Information Management*

PARTNER
Partner Rate

COLLABORATIVE
Partner Rate +\$5

STRATEGIC
Partner Rate +\$10

HIM BOOTCAMP
Flat Price

OUTSOURCE OPTION

HIM Experience

Level of Expertise

 3-5 Years

 5+ Years

 Expert

- Delivery
- Prebill
- Retrospective
- Reporting
- Ongoing Audit

- All coders must maintain 95% Accuracy
- 10 Chart Initial Pre-Bill audit per coder
- 10 Chart monthly audit per coder
- Monthly audit results presented to client
- After 6 months of successful audits, then coder will be moved to 15 quarterly reviews

Coding Manager Increased Audits

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- 10 Chart monthly audit per coder
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- Coding Manager Support
- Increased Prebill OR Retrospective Audit

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- 10 Chart monthly audit per coder
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- After 6 months of successful audits, then coder will be moved to 15 quarterly reviews

- **Dedicated Coding Manager**
- **Increased Prebill Audit & Increased Retrospective Review Charts**

- 2 Consecutive 4-Hour training sessions delivered to client (Up to 5 attendees)
- Client Strategy call to discuss deliverables
- Pre-Bootcamp Baseline Knowledge Quiz (Up to 15 questions)
- 5 Chart One-On-One Mentored Review/Attendee
- 4 AHIMA Approved CEUs
- Post Bootcamp Knowledge Check
- Feedback Survey
- Webinar Recording Available up to 90 Days Post Sessions
- PDF Tip Sheet Related to Bootcamp Material

- Discovery Call with Josh Required

Inpatient Coding Specialist	\$72	\$77	\$82	\$7,500 
Outpatient Coding Specialist	\$67	\$72	\$77	
Professional Services Coding Specialist	\$64	\$69	\$74	
Inpatient Coding Auditor	\$90	\$95	\$100	
Inpatient Coding Manager	\$100	\$105	\$110	
Inpatient Coding Director	\$135	\$140	\$145	
Outpatient Coding Auditor	\$85	\$90	\$95	
Outpatient Coding Manager	\$90	\$95	\$100	
Outpatient Coding Director	\$115	\$120	\$125	
Professional Services Coding Auditor	\$80	\$85	\$90	
Professional Services Coding Manager	\$85	\$90	\$95	

HIM Rate Card



Defined Terminology | *Health Information Management*

Partner

All Coders Must Maintain 95% Accuracy – Coders are audited monthly and are required to maintain an overall accuracy rate of 95% or higher in DRG assignment, principal diagnosis, secondary diagnoses, and procedures. In addition, inpatient coders are audited for discharge disposition and Present on Admission (POA) indicators. Outpatient coders are audited for APC assignment, service units, modifiers, and revenue codes.

10 Chart Initial Prebill Audit per Coder – When a coder starts a project, the client assigns 10 charts for coding. Our audit team reviews the charts for accuracy, and coders who pass are cleared for full production. Current policy allows up to three rounds of 10-chart prebill audits, if needed, to help coders meet standards or otherwise be released from the project.

Monthly Audits per Coder – Inpatient: 10 charts, Outpatient/Profee: 20, IVR: 15

Monthly Audit Results Presented to Client – Audit results are completed in ReviewMate and sent directly to the client each month upon completion. Depending on the client, the results are delivered by either the Account Manager or a member of our Quality team.

After 6 months of successful audits of overall 95% accuracy or greater, then coder will be moved to quarterly reviews:

- Inpatient: 15
- Outpatient/Profee/IVR: 30

Collaborative

Coding Manager Support – A Coding Manager will be assigned to this account with limited involvement. Examples of responsibilities may include participating in regularly scheduled client/Medovent meetings, providing onboarding or prebill support, etc.

Increased Prebill OR Retrospective Audit – Any request for prebill OR retrospective audits beyond our standard monthly audit volume will fall under this category.

Strategic

Dedicated Coding Manager – A Coding Manager will be assigned to work directly with this account.

Responsibilities may include:

- Participating in routine client/Medovent meetings.
- Providing onboarding and prebill support.
- Accessing client systems and assisting with chart reviews, as needed.
- Managing performance improvement plans.
- Overseeing workflow management.
- Running and monitoring GAP reports and weekly productivity.
- Interviewing potential candidates.
- Training new coders.
- Managing work queues and coder schedules.
- Serving as a primary point of communication with the client.

Increased Prebill Audits and Retrospective Review Charts – If any client is asking for more than our standard prebill AND retrospective monthly audits, then it would fall under this category.