

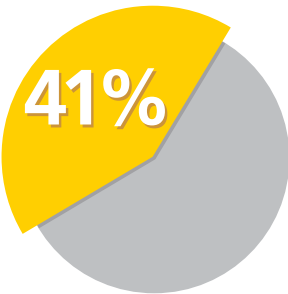
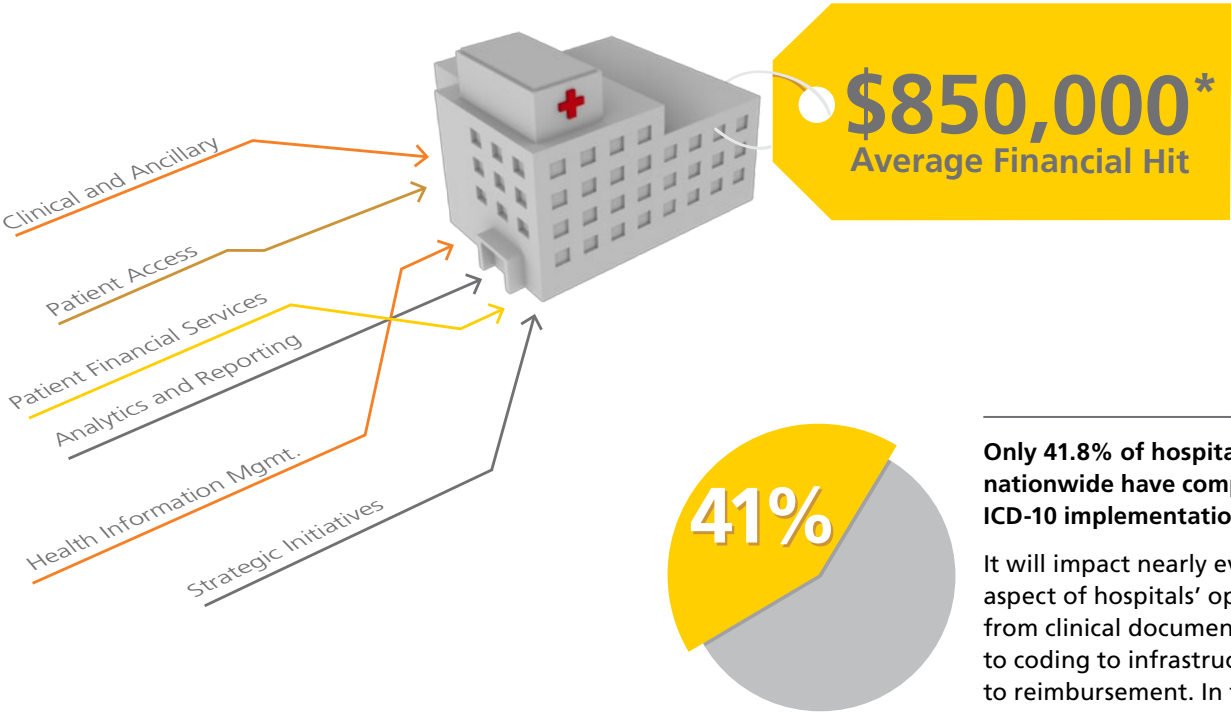
Your partner for
comprehensive
ICD-10 provider solutions.



ICD-10 WILL BRING BIG CHANGES AND BIG OPPORTUNITIES. WILL YOU BE READY?

With an eight-fold increase in codes that will demand a whole new level of accuracy and specificity in clinical documentation, the coming of ICD-10 looms large on the horizon for hospitals across the country.

ICD-10 IMPACT



Only 41.8% of hospitals nationwide have completed an ICD-10 implementation plan.

It will impact nearly every aspect of hospitals’ operations, from clinical documentation to coding to infrastructure to reimbursement. In fact, while ICD-10 is intended to be revenue-neutral, nearly half of healthcare leaders expect to lose money while shifting to the new system.¹

Source: American Hospital Association survey, Feb. 2012.

Hospitals’ Top ICD-10 Transition Concerns

- Physician Training
- Coder Training
- Managing vendors
- Timeframe for Testing
- Available IT Staff
- Lack of Financing

Source: American Hospital Association survey, February 2012.

* The average FINANCIAL HIT for a 250-bed hospital in lost productivity and denied claims as a result of under-preparing for ICD-10.

BIG OPPORTUNITIES.

Yet, ICD-10 also offers a unique opportunity to improve clinical documentation accuracy and efficiency, as well as patient outcomes and financial results. The key? Taking a comprehensive approach to strengthening organizational performance as a whole, to minimize potential negative impact and maximize opportunities for long-term improvement.

HELP YOUR ORGANIZATION SUCCEED.

The transition to ICD-10 represents an opportunity to make a positive impact on the quality of care, as well as significantly improve your organization’s operating and financial performance over the long term. Optum has a proven track record of helping thousands of hospitals capture accurate revenue and improve processes, workflows and infrastructures, paving the way for ICD-10 and beyond.

KEY ICD-10 OPPORTUNITIES

-  **Improve Patient Care**
-  **Maintain Compliance**
-  **Capture and Utilize Analytics**
-  **Streamline Processes & Improve Efficiency**
-  **Improve Revenue Cycle & Lower Denial Rates**



INTEGRATED SOLUTIONS

Optum delivers a comprehensive suite of integrated solutions including technology, services, analytics and consulting offerings.

OPTUM ICD-10 SOLUTIONS: YOUR PARTNER FOR THE TRANSITION AND BEYOND.

Optum’s breadth of capabilities, depth of healthcare experience and comprehensive focus on the holistic ICD-10 solution is unmatched in the industry. No other single provider can match our robust team of experts, industry-leading technology, tailored services and intelligent analytics that are designed to span the breadth of your organization, from clinical documentation to coding to reimbursement and infrastructure. As a result, you can be confident that Optum will provide you with an all-inclusive road map to ICD-10 and help ensure every facet of your organization is ICD-10 ready.

Organizations can choose to implement the complete solution or choose from individual components. From planning, resourcing, implementing and training to managed services and end-state measurement and analytics, our comprehensive ICD-10 solutions can be tailored to meet the specific needs of your organization—regardless of size.

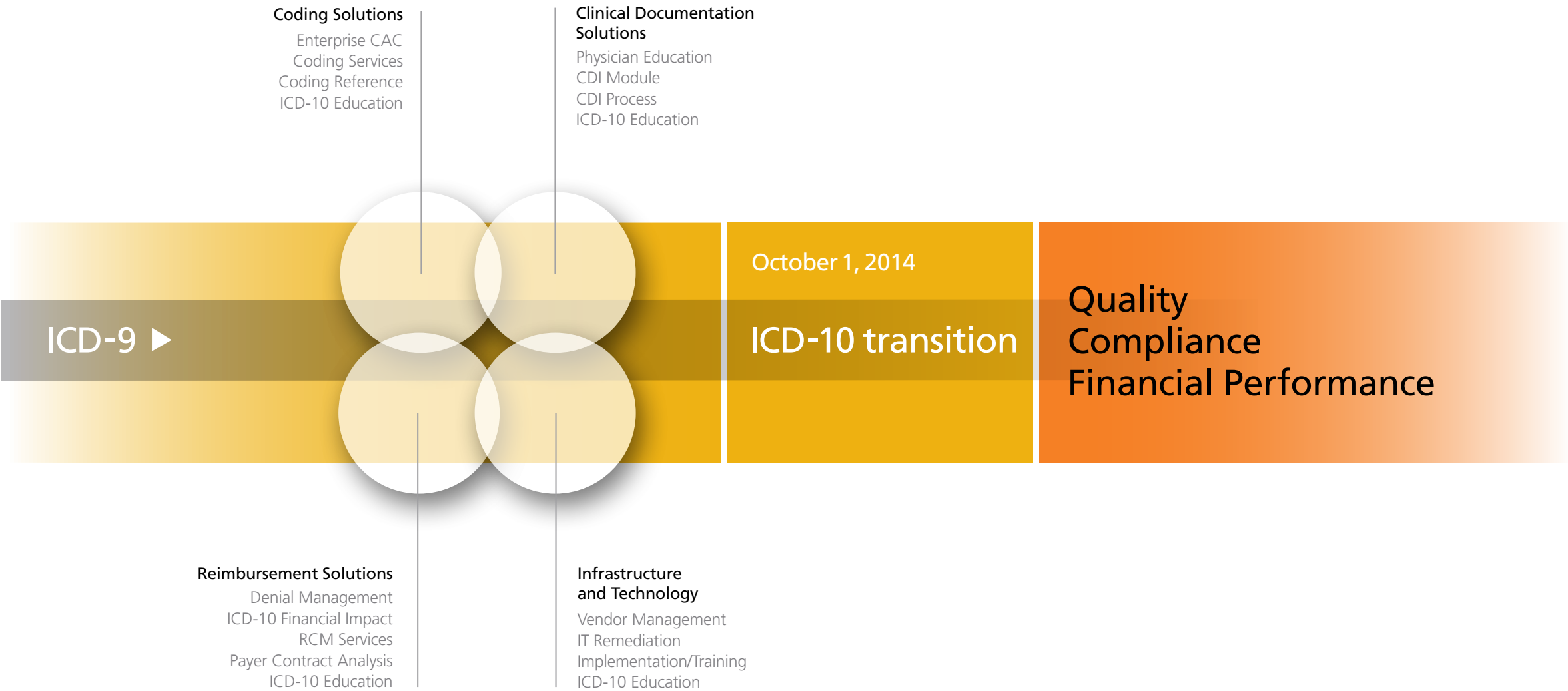
No matter where your organization is in the ICD-10 preparation process, Optum can be your comprehensive transition partner, improving your organizational performance not only to meet the ICD-10 deadline, but to become a more effective organization long-term.

COMPREHENSIVE PREPARATION FOR YOUR PEACE OF MIND

Our team of experienced consultants, including board-certified physicians, nurses and affiliated health professionals, will provide you with comprehensive assessment, planning, system remediation and solution implementation services to ensure your staff and clinicians are ready for ICD-10, and prepared to take full advantage of the opportunities it offers to strengthen your business model, workflows and outcomes.

OPTUM ICD-10 SOLUTIONS

Our powerful analytics and health intelligence is essential to help drive sustainable compliance, financial performance and quality.

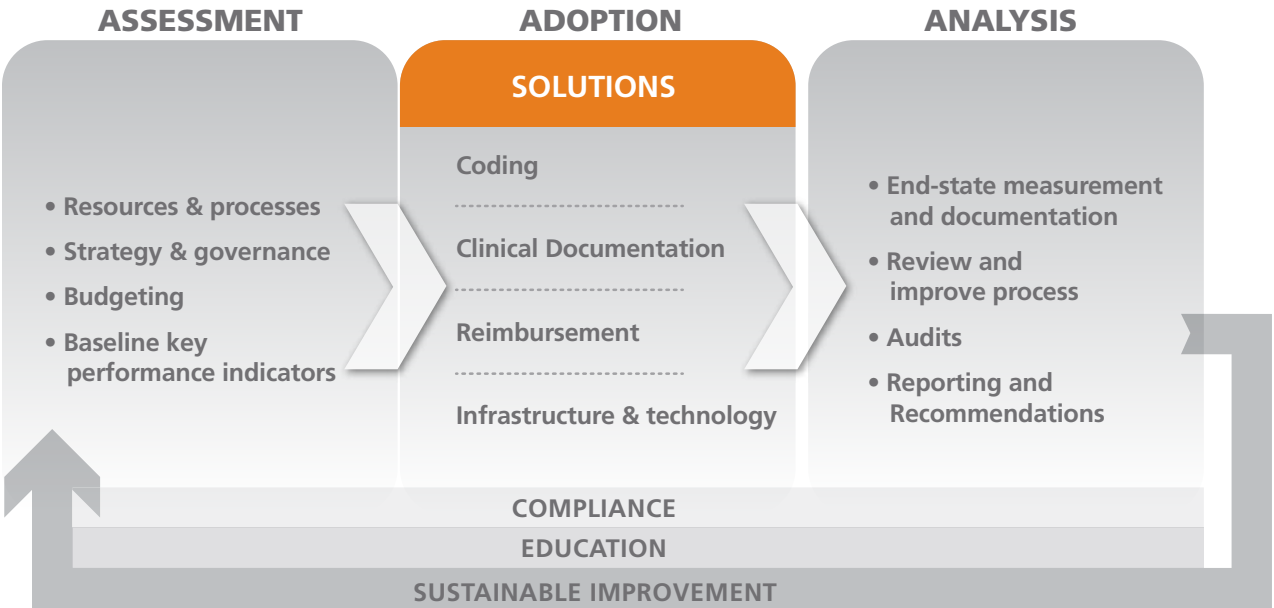


PROVEN METHODOLOGY TO ADDRESS EVERY FACET OF YOUR ORGANIZATION.

Optum’s ICD-10 Solutions are delivered through a proven three-phased approach: Assessment, Adoption, Analysis.

Our three-phased methodology is designed to ensure organizations not only have the tools, but the preparation, process, and ongoing feedback necessary to ensure long-term success. Preparation starts with an **assessment** of the current state including resources, processes, interconnected systems, governance, and budgeting. Aligning the overall strategy of the initiative to the desired end goals by establishing baselines and benchmark key performance indicators sets the foundation. **Adoption** of Optum solutions builds on what we have learned about your specific environment and people during the assessment, and further reinforces good change management fundamentals through workflow and technology. Education, training, and as-needed managed services to support and supplement hospital staff are all critical components of implementation. And finally, consistent feedback and recommendations, audits, end-state measurements, and reporting close the loop to provide the ongoing **analysis** required of all successful initiatives.

OPTUM’S THREE-PHASED APPROACH



OPTUM’S EXPERIENCE

For more than 25 years, Optum has been a leader in coding content and services, and has helped hospitals maximize the efficiency and accuracy of coding and reimbursement processes. In addition we have a proven track record of providing CAC services to more than 40,000 physicians across the country and processing more than 5 million CAC transactions monthly. With a team comprising consultants, clinicians, and inpatient/outpatient coding and claims experts, our talent and experience make Optum uniquely positioned to help hospitals and health systems of all sizes negotiate the complex road to ICD-10.

PROVEN RESULTS

- Southeast hospital system:
 - Reduced A/R by 7 days
 - Reduced DNFB by 2.7 days
- Midwest hospital system achieved:
 - Outpatient productivity increases of over 100%
 - \$300,000 in staffing cost savings
- Pennsylvania integrated health delivery system:
 - 8% increase in case mix index for a \$22M yearly net impact system wide

Powered by Optum™ LifeCode, our patented and proven natural language processing engine

ICD-10: THE TIME IS NOW.

With unmatched depth of expertise, a proven methodology and best-in-class solutions, Optum will help your organization meet the challenge head on, and maximize the benefits of a smooth transition to ICD-10 for your organization. Don’t just be ready for ICD-10—be ready to transform your organization’s performance and financial results.

LEARN HOW OPTUM CAN HELP YOUR ORGANIZATION MAKE A SUCCESSFUL TRANSITION TO ICD-10.

- PHONE** 866.322.0958
- EMAIL** perform@optum.com
- VISIT** ICD10prepared.com
- WATCH** ICD-10 Solutions video on www.ICD10prepared.com

Optum is an information and technology-enabled health services business platform serving the broad health care marketplace, including care providers, plan sponsors, life sciences companies and consumers. Its business units — OptumInsight, OptumHealth and OptumRx — employ more than 30,000 people worldwide.



OPTUM™

www.optum.com

13625 Technology Drive, Eden Prairie, MN 55344

Optum and its respective marks are trademarks of Optum, Inc. All other brand or product names are trademarks or registered marks of their respective owners. Because we are continuously improving our products and services, Optum reserves the right to change specifications without prior notice. Optum is an equal opportunity employer.

8/22 © 2013 Optum, Inc. All rights reserved.

www.optum.com