

## SUCCESS STORY:

# TRISUS® HEALTHCARE INTELLIGENCE

As the healthcare industry embraces value-based economics, outcomes are increasingly evaluated on both cost and the quality of care provided to your patient population. The importance of understanding cost across the hospital, by department, and by medical condition is essential to discovering possibilities for cost-saving, quality improvement opportunities.

Trisus® Healthcare Intelligence sheds light on how individual process variations made during the continuum of care produce different profit margins by medical condition, allowing you to see operational and financial data at a patient level, the way a physician approaches care delivery. The power in that data is the ability to use these insights to drive clinical process improvements that not only maximize clinical outcomes, but also financial performance – providing margin for your mission.



## PROJECT: Sepsis Coding



### CUSTOMER

Medium-sized short-term acute care hospital  
Midwest suburban market  
Net Patient Revenue >\$200 million  
Operating Profit Margin >15%



### OBJECTIVES

Within the case sample, identify trends in sepsis coding and compare to national standards  
Analyze cases for high-acuity care activity, indicating coding did not meet national level  
Provide margin projection related to adjustments to coding standards



### SOLUTION

Trisus Healthcare Intelligence®  
— Cost Analytics and Decision Support



## KEY DATA CHALLENGES

Sepsis, as defined by the Third International Consensus in 2016, is *“a life-threatening organ dysfunction caused by dysregulated host response to infection.”* These recommendations had a significant impact on coding and have proven to exacerbate the “dysregulation” between administrative and clinical practices.

As a condition with no definitive diagnostic testing, and coding practices that limit code assignment to what the physician has documented (whether supported by clinical evidence in the record or not), sepsis continues to create confusion, denials, and missed opportunities for healthcare providers.



## RESULTS

After a detailed analysis, the data revealed that the organization’s coding standards for sepsis did not meet the national level, highlighting a frailty in coding process, which was corrected.

**A revenue opportunity of \$385,000 was recognized related to this coding correction, representing an 8% increase in revenue across the pre-septicemia and septicemia populations.**