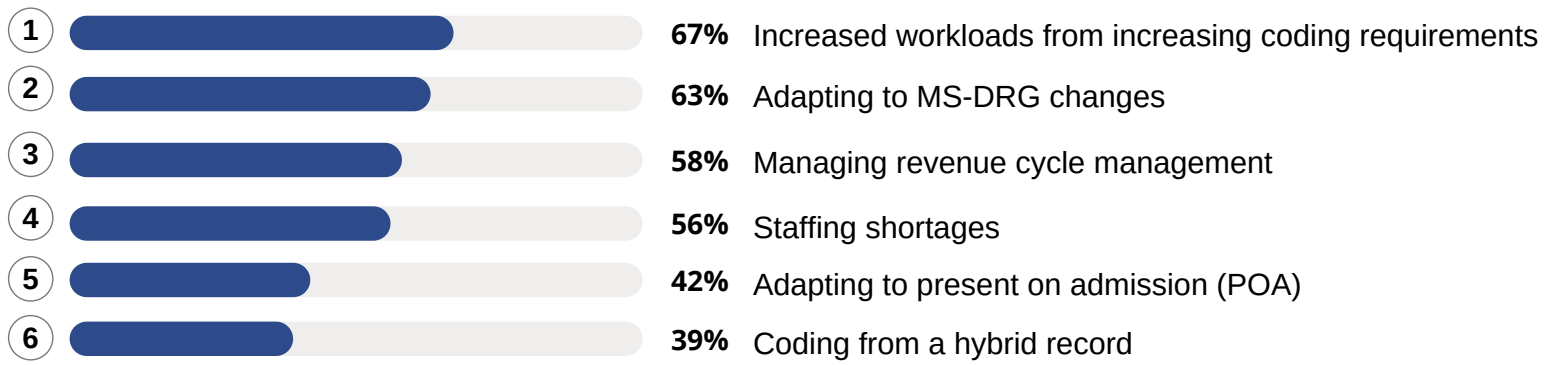# Redefine Your *Medical Coding Strategy*

As regulations and code sets develop, providers struggle to adapt to the constant changes, hire experienced resources and keep the revenue cycle moving. The Journal of AHIMA polled coding experts on the challenges they are experiencing and reported the following[1]:

1	67%	Increased workloads from increasing coding requirements
2	63%	Adapting to MS-DRG changes
3	58%	Managing revenue cycle management
4	56%	Staffing shortages
5	42%	Adapting to present on admission (POA)
6	39%	Coding from a hybrid record

THE MEDICAL CODER LANDSCAPE

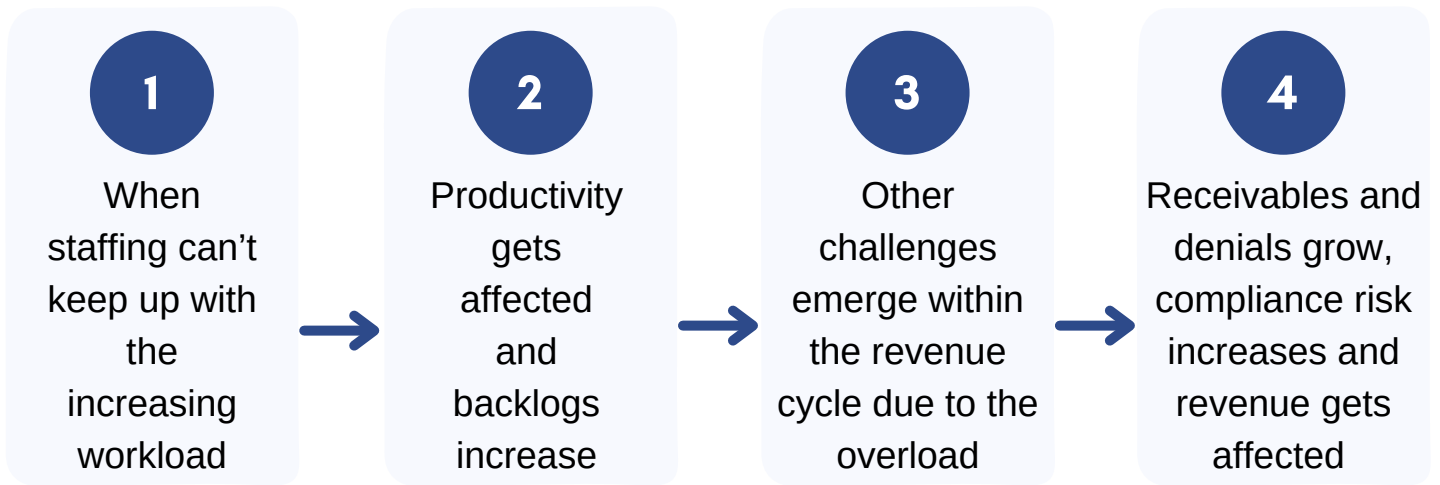Hospitals nationwide still face a **30%** coder shortage[2]

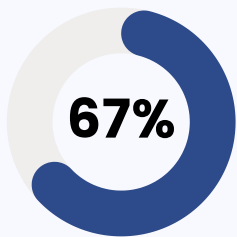Medical coding is among the **20** fastest growing occupations[3]

Medical coding jobs are projected to grow **15%** by 2024[3]
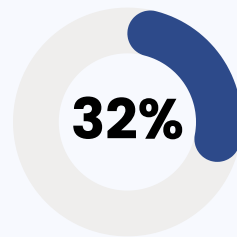
SO, HOW DOES THE CODER SHORTAGE AFFECT YOU?

1 When staffing can't keep up with the increasing workload

➜

2 Productivity gets affected and backlogs increase

➜

3 Other challenges emerge within the revenue cycle due to the overload

➜

4 Receivables and denials grow, compliance risk increases and revenue gets affected

DID YOU KNOW?

Medical coding is one of the top reasons for claim denials.

67% of the improper payments are due to incorrect coding[4]

32% of claim denials account for medical coding error[5]

It is crucial to analyze the consequences of these coding errors, and it may be a worthwhile to consider a relationship with a medical coding company to assist you in improving coding accuracy.

WHY 3GEN?*
*Based On Current Client Experience. Outcomes Vary By Client.

95%+ Minimum Coding Accuracy Levels	**94,000+** Charts Coded Per Month	**450+** Team of Certified Coders
24 Hour Average Turnaround Time	**18%+** Increase Annual Collection	**27%+** Reduction in Denials
30% Reduction in Accounts Receivable	**3000+** Hours of Compliance Training Annually	**< 1%** Internal Audit Adjustments

[1] Heubusch, Kevin. "Coding's Biggest Challenges Today" Journal of AHIMA 79, no.7 (July 2008): 24-28.
[2] Gurrieri, Joseph J; Karban, Karen M. "The Good, Bad, and Reality of Offshore Coding: Some Turn to Distant Shores to Fill US Coding Demands" Journal of AHIMA 84, no.9 (September 2013): 44-48.
[3] Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, Medical Records and Health Information Specialists
[4] Kim, Torrey, 2020. CMS Identifies E/M Codes With High Error Rates. AAPC Knowledge Center.
[5] Lagasse, Jeff, 2021. More than 30% of hospitals are near the "danger zone" of denial rates. Healthcare Finance News.