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## Ready or Not, Here It Comes

### The Technical Side of ICD-10

ICD-10 is the diagnosis and procedure classification system that was developed by CMS for use in **ALL** US healthcare settings. This new procedure coding system uses seven alpha or numeric digits while our current ICD-9 uses three or four.

The Department of Health and Human Services (HHS) final ruling states that all health care entities using ICD-9 diagnosis and procedure codes must migrate to ICD-10 by October 1st 2013. This transformation in systems and processes is expected to act upon significant industry change. This date is firm so it is essential to start acting now to initiate these procedures.

The ICD-10 Conversion will impact not only coding but all areas of the revenue cycle. Areas

ICD-10  
Are you ready?

Presently CMS publishes about 14,000 ICD-9 Codes: however there will be over 69,000 ICD-10 Codes.

of impact will include pre registration / patient access/ financial counseling, utilization management, case management, charge

capture integrity, managed care contracting, coding, billing and collections. Extensive revenue cycle planning, coordination, and communication, both internally and externally, will be required for successful ICD-10 adoption.

IMBS is monitoring ICD-10 closely & plans to assist in a smooth transition for all of our providers by 2013.

For more information on ICD-10 please visit the following links.

[www.aapc.com/icd10/training](http://www.aapc.com/icd10/training)

[www.cms.gov/icd10/](http://www.cms.gov/icd10/)

## EMR Vs. EHR: Know the Difference?

Should you implement an EMR or an EHR? Do you know the Difference? Is there a Difference?

Well according to Houston Neal, the Director of Marketing for Software Advise, there is. " In theory, and by definition, there is a difference and it should play into a providers clinical software selection. At the same time,

marketing messages and technical terminology have clouded provider's understanding of the two software definitions."

Recently, National Alliance for Health Information Technology (NAHIT) established definitions for electronic medical records (EMR), electronic health records, and (EHR).

The definitions are as follows

EMR: The electronic record of health-related information on an individual that is created, gathered, managed, and consulted by licensed clinicians and staff from a single organization who are involved in the individuals health and care.

## EMR Vs. EHR: continued



### Electronic Medical Records

*“ A good medical billing company can be a partner to your Success ”*



Let the IMBS staff Assist you with all your Billing Needs

EHR: The aggregate electronic record of health-related information on an individual that is created and gathered cumulatively across more than one health care organization and is managed and consulted by licensed clinicians and staff involved in the individual's health and care.

#### Which one is for you?

An EHR will provide a broader perspective into a patient's health and history by gathering information from several systems.

Meanwhile an EMR is a more structured record of a single diagnosis or treatment, most likely used by a specialist. This will provide clinical support and will alert providers to health maintenance requirements.

The market is still trying figure out what terms to adopt. According to Google Trends, EMR is a much more “searched” term than EHR. This could be why most clinical record systems market their programs using the term EMR. In a review of 300 software systems, 207 vendors

market their program using the term EMR, compared to 59 using EHR. Vendors know that practices are searching for the term EMR so they are hesitant to change their marketing strategies.

When choosing software, physicians have to decide whether they want to lay the groundwork for the future technological advances with an EHR, or to simply go paperless with an EMR and avoid the cost and challenges of future integration.

## IMBS is Committed

At IMBS we have been preparing & following a timeline that will enable us to help our practices be ready for compliance in 2013.

IMBS has experienced transitioning from old legacy products (like Medical Manager) to one of the current electronic products offered today.

“ I personally helped research, initiate & operate an EMR for a

busy family practice.” says Ida Thornton owner of IMBS. Although it is a personal preference for practices, most EMR/EHRs operate in the same manner.

If you have a specific timeline and follow the advice of the EMR/EHR vendors, your practice can become more efficient in record keeping, coding and collections.

Let us help you choose and implement an EMR/EHR that is right for your practice.

If you would like more information about IMBS or any of these articles please call or visit our website.

434-984-4627

[www.imbsinc.com](http://www.imbsinc.com)

## Is Outsourcing Practical?

### How outsourcing is still beneficial in the new electronic era.

In this electronic era it is more practical than ever to outsource your medical billing needs.

With ICD-10 looming in our midst, experts say it is more important than ever

to have a billing team remain on top of your billing needs. This includes the upcoming policy that states that all coding is to be done by certified coders.

Rest assured that our medical billing office at IMBS already has the certifications and training that is required to stay compliant.

Insurance billing is more complex now than just a couple of years ago. Insurance carriers, along with compliance and regulatory agencies, are constantly changing their rules and making updates. When the mandated switch to ICD-10 diagnosis coding occurs there will be more need than ever to keep current with the changes.

# Outsourcing continued



New Space at IMBS.

Qualified billing specialists have rigorous compliance, coding, billing and HIPPA requirements to ensure maximum protection for practices. In addition, Medicare will mandate electronic filing of their claims starting in 2013.

Historically, most other insurances follow the Medicare guidelines. Medicare has given nationwide notice that electronic transmissions will have

1st priority and paper bills will be paid subsequently

What was once a straightforward task handled by in-house staff is now more complex than ever and continues to become more sophisticated as time goes on.

This day & age cost savings are so important. Think of how much you can save when you no longer have to worry about a billing staff, payroll taxes, vacation and sick time and the space for in house billers.

## Our Solution to the Compliance Question



Meet our new compliance officer Erin Carter. Erin has been an employee of IMBS for the past 2 years and is a certified CPC coder.

Erin will evaluate compliance issues and concerns within the organization. She will continue to develop policies while

maintaining the IMBS standards of conduct. In addition, she will develop an auditing program to help practices with compliancy.

She will also implement the new ICD-10 standards and ensure the timeline bench marks are followed.

*“ A positive environment inspires extraordinary performances”*

## Keep Compliant Without the Cost

What does it cost you to keep and implement a compliance plan? The cost of staffing, supplies and training can become substantial. When you outsource, the cost of compliance and the expense of having a compliance officer is taken on by the billing company who in turn is able to spread their cost out over several clients. Let IMBS be your compliance solution.

