

## Justify Medical Necessity. Reduce Denials. Win Appeals.

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## Industry Challenge

## Lost Data = Lost Revenue

Hospitals can't afford lost revenue, and inefficient billing practices and denials are costing millions of dollars. The stark reality is claims denials are increasing, while resources to support refuting denials are diminishing.

Over 10% of claims are denied upon initial submission. 86% of denials are potentially avoidable and nearly a quarter of these are not recoverable.<sup>1</sup>

48% of Clinical Documentation Improvement (CDI) staff's time is spent on data collection and 36% on denials in order to get paid for services rendered.<sup>2</sup>

Why is 84% of your CDI team's time spent on manual tasks?

CDI teams don't have access to all the data they need about a patient's from admit to discharge to prove medical necessity.

The result: lost revenue and an endless process of denials and appeals.

<sup>1</sup>https://www.ache.org/-/media/ache/about-ache/corporate-partners/ the\_change\_healthcare\_2020-revenue\_cycle\_denials\_index.pdf <sup>2</sup>https://www.beckershospitalreview.com/finance/the-biggest-challenges-facing-revenue-cycle-departments-in-2024.html

# Sickbay Solution

Get back time and recover lost revenue.

Denial prevention is critical & Sickbay is the only solution that can give CDI teams access to unlimited full disclosure data. Data that's saved indefinitely, for a patient's entire encounter from admit to discharge.

Sickbay helps CDI teams go beyond discrete vitals charted in the EHR to build full resolution trends to help:

- · Justify medical necessity
- Uncover missed CC's & MCC's to optimize billing
- Quickly and seamlessly review and share device, patient, meds, and labs data to support concurrent (peer to peer) review during the appeals process

Sickbay's FDA-cleared clinical platform:

- Captures data at its native resolution directly from disparate devices at the bedside
- Unifies & synchronizes bedside device data with labs, medications, observations and other EHR data
- Re-displays aggregated data in a web-based interface for anytime, anywhere access to build, share, and export patient encounter trends





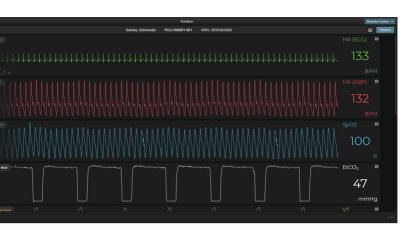
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Medical Informatics Corp. is a proud Gold level member of the Intel Market Ready program. This strategic partnership powers smart, connected patient care for better outcomes, particularly with regard to expanding telehealth, virtual care and healthcare AI.



## Make an Impact with Sickbay



#### **PatMon**

Active single patient monitor

- Contextualize views of which signals matter for a specific patient
- Make faster & informed decisions with all device data in one view

Shows signals across disparate integrated biomedical devices in a single web-based view. Data includes waveforms, vital signs, & alarms across all connected devices.



#### **MultiMon**

#### Active multi-patient monitor

- Consolidate data from all devices, all signals, all alarms & all patients monitored enterprise-wide
- Unterher from central stations & monitor patients from anywhere

Views can be customized to create a centralized command center or by users for custom patient watch lists.



#### Patient Hx Single-patient historical monitor

- View all patient data in one app for the most informed decisions
- Create custom views and observations for efficient care coordination

Shows historical data from integrated devices and databases to examine waveforms, trends, alarms, meds, labs and observations on a single interface. Display all data stored in Sickbay from 1 second to 1 year, including discharged patients.

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: <b>U</b>	RM049	1719871		11	34	92.1	92	16.3	20	27	0.05	0.05		6										
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U	RM912	1745263		5	70	90.4	91	14.7	12	16	0.2	0.26		219										

### **Rapid Reports**

#### App for custom reports

- Assess care applications within a unit or cohort with simplified direct access to raw data
- Triage care via risk assessments based on physiological & device data

Create and view tabular reports by querying the Sickbay database. Users may create, edit, view & share reports based on granted permissions. Generate reports based on patients, events, users, facility information.