

KIWI-TEK™

The Coding Authority

SAFE. SECURE. COST-EFFECTIVE.



A DIFFERENT KIND OF CODING COMPANY.

What makes **KIWI-TEK** a different kind of coding company?

KIWI-TEK has more specific, intense and varied coding experience than any other outsource coding company or in-house coding department.

You've heard the cliché "Been there, done that." Well, in our case the cliché applies.

We started in outsourced medical coding in 2002, as pioneers in automated medical coding. However, we quickly discovered that this was a great idea whose time had not yet come. U.S. coding was far too complex, multi-specialized and nuanced to be accurately coded by a computer program. In time it may be. And when it is, we'll be there.



Fortunately, while we were attempting to evolve automated coding, we were also building a conventional outsource coding structure, recognizing many facilities would not be ready to accept automated coding because of the lack of a compelling ROI.

From day one, we sought to acquire only the best and brightest coders and coding managers. Then, and even more so now with the complexities of ICD-10, only coding accuracy could yield the appropriate reimbursement for our healthcare clients. Coding accuracy comes from experienced, certified, truly engaged coders who understand that the healthcare business runs on coding.

We continued to grow our outsourced coding business with hospitals across the country, in tandem with our increasing network of expert domestic coders and coding managers. Today KIWI-TEK offers hospitals, clinics and physician groups and practices the most practical, cost-effective and secure medical coding.

THE RISE AND FALL OF OFFSHORE CODING



The practicality, cost savings and better cash flow of outsourced coding has become increasingly appreciated by many healthcare facilities. In order to deal with certain cost objections—whether perceived or real—hospitals began to implement the lower cost of offshore coders.

However, as demand for offshore coders accelerated, inexperienced, newly trained offshore coders flooded the offshore coding ranks, and coding quality, accuracy and reliability became questionable. In many cases, the cost of domestic “repair” to offshore coding errors and rejections by insurance carriers offset the lower cost. The offshore coder inventory has grown well beyond the domestic demand for their services, so offshore companies are now buying American coding companies and staffing them with offshore coders.

KIWI-TEK has chosen to not pursue offshore coding relationships, even with their promise of lower costs. Our reputation for excellent accuracy, fast turnaround and more deserved reimbursement for our clients requires we utilize only our domestic coding network. With time-proven superior performance and cost effectiveness, plus our fine-tuned cost structure and various modular coding packages, our domestic-only coding offers you high-quality outsourced coding at extremely competitive rates.

KIWI-TEK now offers only fully experienced, highly trained, tested and certified domestic coders and coding managers across all coding specialties.



We've learned from our experience. You'll profit from it.

CODING STANDARDS

Our coding process is intended to integrate the compliant coding preferences of our clients. For physician professional Evaluation and Management (E/M) coding, KIWI-TEK can code using the 1995 (the only mandated standards in the industry at the time), and 1997 coding standards. Coding services comply with all of the guidelines and regulations set forth by the American Medical Association (AMA), the Centers for Medicare and Medicaid (CMS) and the National Correct Coding Initiative (NCCI) guidelines. We also follow Official Guidelines for Coding and Reporting, as mandated by HIPAA and Coding Clinic Guidelines.

SECURITY POLICY

KIWI-TEK has established and follows strict corporate compliance standards. All medical record information is secure and completely HIPAA compliant. KIWI-TEK's security policy and measures ensure that patient information is protected, safeguarded and in compliance with regulatory requirements at all times. Our remote VPN connections ensure no PHI leaves the hospital without password-protected access by authorized coders.

KIWI-TEK has recently completed thorough testing and certification by H.I.Mentors, LLC for Security and Privacy risk assessment, to verify its ongoing efforts to maintain high standards and compliance with HIPAA and HITECH.

Mentor certification and its KIWI-TEK Business Associate Agreement (BAA) attests that KIWI-TEK has and will put into operation a complete set of HIPAA-based privacy and security policies and forms, as well as maintain and operate a complete HIPAA privacy and security program within the specifications of the BAA.

BILL WAGNER
Chief Operating and
Security Officer

CHART REVIEWS

KIWI-TEK routinely performs comprehensive chart reviews to thoroughly assess and discover ways to improve coding, documentation and billing.



Not just coders. Coding consultants.

We support our coders and coding managers with our national representative force of coding consultants and advisors. They work with you to determine the most appropriate and cost-effective form of outsourced coding for your facility's needs—from PRN to a completely outsourced solution and anything in between.

They can tailor plans to fit your unique blend of specialties and workloads, so you can maximize the return on your in-house and outsourced coding investment.



No other coding company can offer you the coding expertise, experience, payback and security that KIWI-TEK does.



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