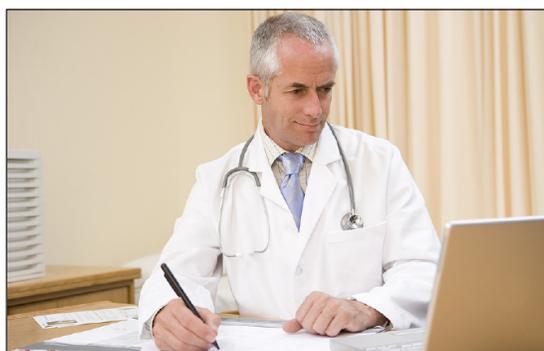# Why Choose FairCode?

FairCodeAssociates

1 FairCode is the only DRG review firm that is staffed 100% by physicians. These physicians undergo a rigorous training program on coding rules and regulations. 60% of contracted physicians wash out during the training process. Of the remaining 40%, a little less than half are selected for long-term work as FairCode physicians. This is because FairCode chooses for temperament as well as intellect. FairCode physicians have to be collaborative, and recognize the expertise of the coder, who ultimately has the final say.

2 In twelve years' time, FairCode has always returned a positive Return on Investment (ROI) for the client. FairCode's 2013 ROI in the MS DRG environment was 4.95:1. FairCode's strong ROI is achieved within the context of pulling the DRG in whichever direction is correct, up or down. Our motto is "The Truth is Always Right."

3 FairCode physicians look for the CC and MCC, of course, but more often change the DRG by changing the principal diagnosis, or adding/editing a procedure. This is because the physician reviewers are linking the nuances of medicine in the chart and can correspond, peer-to-peer with the attending physician, to clarify the clinical issues. Generally, this results in a higher Case Weight change more than simply adding a complication/comorbidity. It also results in more consistent long-term ROI benefits along with more accurate "severity of illness" and "risk of mortality" scores.

5 These 1,000,000+ audits also mean that FairCode "pull lists" have marked statistical significance. and over-coded and represent the most potential value. They can provide the hospital client a list of which charts to pull, so that time and money are not wasted reviewing those DRGs that are not historically mis-coded.

6 FairCode can review both concurrently (before the claim is dropped) or retrospectively. The denial rate on their retrospective reviews by the QIO is less than 0.75%, with most being overturned on review.

7 FairCode is the only physician audit company with an on-line query library – over 4,500 queries for the MS DRG grouper, and an additional library with the Hospital Value Based Purchasing Program queries. If another software vendor offers you a query library, it is likely that they have leased ours. When using FairCode's audit services, this software is available at no additional charge to the in-house coders and Clinical Documentation Specialists at the facility.

8 Access to FairCode's software and database allows clients to assess the impact of Faircode's review immediately. It also offers sophisticated tracking of query responses, including physician response rates and timeliness.

9 Over 10+ years' experience has proven that physician-generated queries are much more effective in obtaining responses from the facility medical staff, and help reinforce documentation improvement efforts by the CDI specialists and coders.

10 FairCode works in complement with Clinical Documentation Improvement (CDI) programs. Mature CDI programs tend to find 25% of the available revenue left behind by under-documentation while FairCode finds the remaining 75% of the available dollars.

11 FairCode physicians conduct a daily telephone conference at the end of each shift with the facility's coding professional to discuss any recommended changes or questions. They can also issue any required queries to the attending physicians.

12 FairCode is also used by the US Attorney's Office to help the Federal Government with fraud and abuse cases. They are viewed as the Gold Standard by which the process should be performed.

13 FairCode never bills on a contingency basis as this puts the client on the OIG radar screen and ethically, they also feel that it would subconsciously incent the vendor to only find under-coded cases. Instead of contingency based billing, FairCode bills using an hourly rate.

14 FairCode offers optional physician training for documentation issues that is based on our 10+ years' experience performing audits. Training is physician to physician, and is available onsite, by webinar or by web-based slide shows that the doctor can review anytime. FairCode can also provide the "Tip o' the Month" subscription service that can be customized with your facilitie's logo.

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