

## Quick Implementation Checklist

√	Activity
	Define the scope of revenue integrity (e.g. hospital, physician, freestanding services)
	Identify key stakeholders in the revenue cycle
	Organize a revenue integrity committee
	Develop a revenue integrity committee charter
	Develop a revenue integrity annual work plan
	Develop supporting revenue integrity policies (e.g. quarterly coding quality reviews, CDM updates, new services)
	Develop a standard and regular means of monitoring key revenue integrity indicators
	Review and update the charter and work plan on an annual basis

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## QUICK START GUIDE

# Developing a Revenue Integrity Model

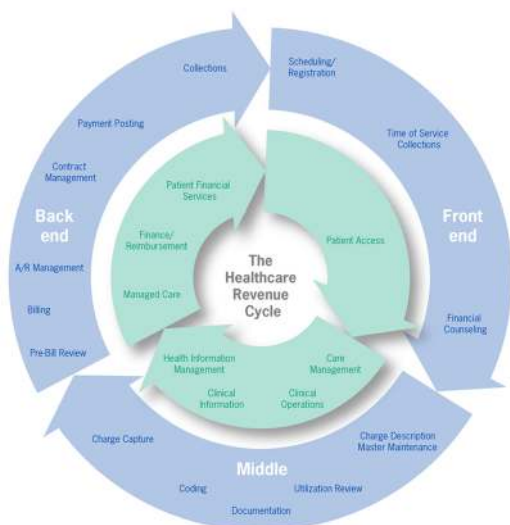


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# Revenue Integrity

A Holistic View of the Revenue Cycle – The Foundation for Revenue Integrity



## What is Revenue Integrity?

The basis of revenue integrity is to prevent recurrence of issues that can cause revenue leakage and/or compliance risk. A successful revenue integrity model will provide for a holistic view of the revenue cycle, with support from leadership and technology, with an emphasis on process improvement. Together, these processes function sequentially to produce the desired patient outcome and to generate the bill for services related to that outcome.

## Objectives

- Identification and correction to the processes and systems that lead to lost revenue opportunities
- Creation and oversight of processes to ensure the accurate capture and reporting of data, translation of data into useful information and use of data to support strategic initiatives;
- Assurance that every chargeable procedure, item or service is coded, documented, captured, billed and paid according to the terms of government guidelines and payer contracts; and
- Provide for a resource for questions or issues to create, or better foster, an organization-wide understanding of the importance of revenue integrity.

## Key Strategies

- Create staff awareness at all levels  
Provide tools and/or guidance
- Design and implement a monitoring program
- Develop assessment and monitoring tools to analyze results to identify root causes and develop corrective action plans, and verify improvement;
- Create and maintain a Revenue Integrity Committee to ensure the initiative is meeting its primary objectives, and
- Communicate findings of the revenue integrity monitoring activities to appropriate levels.

## Sustaining Revenue Integrity

To sustain a revenue integrity model, key stakeholders must understand the objectives of the initiative and what factors are fundamental to its success. Provider organizations with the greatest success actively engage key stakeholders from Patient Access through to Patient Financial Services. These same stakeholders see the revenue cycle holistically; breaking down silos, opening lines of communication, and work collaboratively towards identification, correction and continual improvement.



Coming together is a beginning.  
Keeping together is progress.  
Working together is success.

– Henry Ford