



HUB HEALTH AGENCY

CDI Staffing Solutions

www.hubhealthsystems.com

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THE COST OF A VACANT CDI POSITION > FINANCIAL COMMITMENT TO A CDI CONTRACTOR.

Hospitals are open for business 365 days admitting and discharging patients which means new cases are added daily to CDI work queues for reviews. Un-reviewed cases adversely affect CDI operations and more importantly hospital's financial bottom line.

THE EFFECT -

1. Penalties from un-reviewed cases of potentially preventable complications
2. Penalties from un-reviewed cases of hospital-acquired conditions
3. Higher mortality index from un-reviewed mortality cases with low SOI/ROM
4. Lost opportunity to clarify a diagnosis that could be an MCC
5. Lost opportunity to query for specificity that could provide a DRG shift
6. CDI metrics are affected adversely
7. Individual projects are suspended such as collaboration with case managers to reduce hospital length of stay.
8. Physician education is nonexistent
9. Employees are exhausted due to the burden of picking up extra cases
10. CDI managers are distracted from their managerial duties to assist with reviewing cases

SHORT-TERM FIXES -

1. CDI team reviews only high acuity visits
2. CDI team utilize a priority software to determine high priority cases
3. CDI team reviews only Medicare patients
4. CDI team just focus on service areas with the highest relative weight

THE VALUE OF HUB HEALTH AGENCY CONTRACT CDI SERVICES -

Hub contractors bring a high-level experience with exposures to various workflows and software vendors. The financial impact is IMMEDIATE. A CDI manager that is worried about the financial burden of hiring a contractor can expect a doubled return on investment. Hub contractors are dynamic in the sense that they are equipped to tackle general CDI duties as well as second level reviews and special projects.

Although CDI contractors are short-term solutions for vacancies, they are a more viable option than the short-term fixes listed above. We cannot underestimate the value of one on one provider education and working with the team to achieve a common goal. For CDI managers that are undecided about whether to utilize a CDI contractor for short-term, think of all those un-reviewed cases blindly coded and submitted to insurance for processing. Chances are the hospital will pay more on the back-end in penalties or missed revenue.

We care about the return on investment you get from utilizing our CDI Contractors. That is why we actively monitor our contractor's monthly financial impact. We can confidently report on average; the monthly financial impact of our CDI contractors is about- \$38,679.

CDI STAFFING SERVICES

Hub Health Agency experienced recruitment team is available to help you fill your short and long-term vacancies.

At Hub Health Agency, we're always looking for great partnerships. This intense focus on procuring and placing the most skilled CDI specialist yields tangible results for our partners.

DIRECT PLACEMENT SERVICES -

- We don't believe in shortcuts just to make a buck!
- Transparency is a vital part of our business that is why we provide a complete profile to our healthcare partners before they commit to a candidate.
- Our cost for direct placement is lower than the industry standard of 20% of the annual yearly salary of the candidate.
- We don't present candidates that do not 100% satisfy our partner's requirements.
- Our standard is at most a two weeks period to match a candidate to our partner's staffing request.

CONTRACTOR SERVICES -

- To be eligible as a contractor for Hub Health Agency, candidates undergo a rigorous screening process validating CDI knowledge and qualifications.
- We raised the bar for CDI contracting by only hiring CDI candidates with duo experience as medical coders and clinicians.
- Our minimum years of experience is five years of practicing CDI in the inpatient setting.
- We offer both onsite and remote contractors for short-term and long-term contracts.

PRICING -

- Direct placement fee is 18.90% with a 120 days guarantee period.
- Remote CDI contractors - \$75 per hour
- Onsite CDI contractors - \$85 per hour plus applicable travel costs.
- Hospitals in these regions - GA NC, VA, MD, DC, NJ, NY, - We offer a flat rate for travel and hourly rate of \$105 per hour

