

# Preparing Referring Physicians

2015 Edition

Step 1	<b>Identify</b> the referring providers who do not provide consistent and complete clinical information with their orders.
Step 2	<b>Quantify</b> the financial impact of incomplete orders by referring practice/organization and provider (if possible)
Step 3	<b>Pinpoint</b> what data elements are missing to clearly define what "more specificity" means for that ordering provider.
Step 4	<b>Articulate</b> the value of the missing data to quality of care for their patient and the value to their office work flow for initially sharing the additional data.
Step 5	<b>Review</b> the process for sharing information. Does the paper order form prompt the treating provider to share the necessary details? Does the CPOE interface allow free text or just drop down boxes? Are the available options accurate and appropriate?
Step 6	<b>Determine</b> where "missing" order data may be currently captured and when possible implement electronic options for sharing the data. Review the available fields within the HL7 feed vs. what is provided now.
Step 7	<b>Identify</b> available resources to educate the referring practices. Consider having the marketing team develop informational blogs on the practice website. Is there an opportunity for a 'lunch 'n learn' for the office managers and/or clinical staff?
Step 8	<b>Remember</b> implementing ICD-10-CM is a team effort. The investment made by a radiology practice is at risk if they do not reach out and ensure the ordering practices are prepared
Step 9	<b>Prepare</b> to provide specific feedback throughout the implementation process that may benefit the referring physician in their own implementation process.
Step 10	<b>Accept</b> the reality that there is a difference between gathering details for reporting and gathering details for reimbursement. Recognize the impact of diagnosis codes on future reimbursement models.

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To make the data collection process more manageable you may find it is easier to address the clinical issues in groups. It is impossible to provide a one size fits all model but the following information can be used to help guide you through the process to consistently gather the location, the severity, the context, and the story (if an injury):

Clinical Conditions	Areas of Concern
Infectious & Endocrine	<p><b>Context</b></p> <ul style="list-style-type: none"> <li>Any associated malignancies</li> <li>Adverse effects from treatment               <ul style="list-style-type: none"> <li>due to ... " "</li> <li>i.e., drug induced DM w/ hypoglycemia</li> </ul> </li> <li>Underlying disease</li> <li>Associated manifestations</li> </ul>
Neoplasms	<p><b>Location &amp; Severity</b></p> <ul style="list-style-type: none"> <li>Quadrant / section (review the options)</li> <li>Malignant : biopsy proven ?</li> <li>Primary vs. secondary</li> <li>Active disease vs. Personal history of ...</li> </ul> <p><b>Also</b></p> <ul style="list-style-type: none"> <li>Social history for specific malignancies (liver, lung, throat, etc.)</li> <li>Past treatments (chemo / radiation)</li> </ul>
Cardiorespiratory	<p><b>Location, Severity &amp; Context</b></p> <ul style="list-style-type: none"> <li>Name the vessel , which side</li> <li>Traumatic vs. Non traumatic</li> <li>Acute vs. Chronic (occlusions, thrombosis)</li> <li>Underlying disease               <ul style="list-style-type: none"> <li>Hypertension vs. Hypertensive heart disease</li> </ul> </li> <li>Concurrent conditions               <ul style="list-style-type: none"> <li>Atherosclerosis w/ rest pain</li> </ul> </li> <li>Specific manifestations of late effects</li> </ul>
GI & GU	<p><b>Location &amp; Severity</b></p> <ul style="list-style-type: none"> <li>Small / Large Intestine</li> <li>Hemorrhage / Perforation</li> <li>Acute / Chronic</li> <li>Concurrent conditions               <ul style="list-style-type: none"> <li>Diabetic chronic kidney disease</li> </ul> </li> <li>Concurrent treatment               <ul style="list-style-type: none"> <li>Dialysis</li> </ul> </li> </ul>
Musculoskeletal & Skin	<p><b>Location, Severity &amp; Context</b></p> <ul style="list-style-type: none"> <li>Laterality</li> <li>Site specifics               <ul style="list-style-type: none"> <li>No more 'pain in limb'</li> </ul> </li> <li>Traumatic vs. non-traumatic</li> <li>Initial vs. subsequent vs. sequela imaging</li> <li>Underlying conditions               <ul style="list-style-type: none"> <li>Due to ...</li> </ul> </li> </ul>
Maternal & Newborn	<p><b>Location, Severity &amp; Context</b></p> <ul style="list-style-type: none"> <li>"Routine" OB Ultrasound</li> <li>Separate/shared placenta/membranes reported differently</li> <li># of weeks in addition to trimester</li> <li>Pre-existing vs. gestational conditions</li> </ul>