

A woman with long dark hair is shown in profile, looking down at a laptop. The image is heavily stylized with a green and blue color scheme. A white rectangular frame is superimposed over the woman's face and upper body. The background has a green polka-dot pattern on the left and a solid blue-green on the right.

# REVENUE CYCLE SOLUTIONS

hcpro

# A Note From Our Revenue Cycle Content Experts...

The past year has fundamentally changed virtually every aspect of our lives, and healthcare organizations have endured a strain unlike anything experienced in modern times. In addition to the pandemic's impacts on patient care, hospital revenue cycle departments have faced new challenges like midyear code and guideline updates, unprecedented waivers for telehealth services, all-time high census numbers, and anticipated audits by third-party payers for COVID-19 encounters.

In the face of it all, HCPro is doubling down on our promise to be your trusted revenue cycle training partner. Our team of experts has been hard at work behind the scenes to help your organization transition to the “new normal,” and we’ve been updating all of our programs and decision-support tools to help you and your teams do your jobs more efficiently and accurately.

We sincerely hope that, in this catalog, you’ll find solutions for your current and projected challenges. For our all-encompassing list of offerings, visit [hcpro.com/revenuebrochure](https://hcpro.com/revenuebrochure). If you have specific needs that you are unable to find solutions for, please reach out and let us know how we might help.

Sincerely,



**Kimberly A. Hoy, JD, CPC**

Director of Medicare and Compliance, HCPro  
[khoy@hcpro.com](mailto:khoy@hcpro.com)



**Shannon E. McCall, RHIA, CCS, CCS-P, CPC, CPC-I, CEMC, CRC, CCDS, CCDS-O**

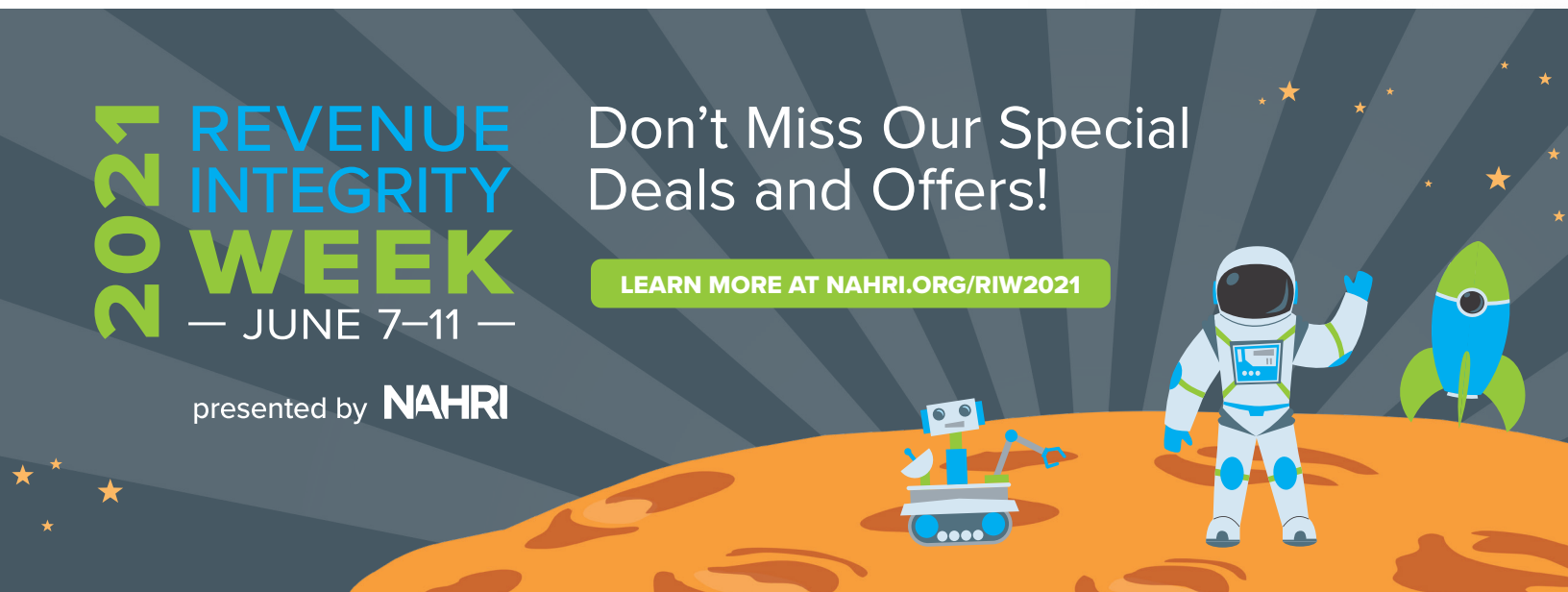
Director of HIM and Coding, HCPro  
[smccall@hcpro.com](mailto:smccall@hcpro.com)

**2021 REVENUE  
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# 2021 Revenue Cycle Boot Camps

Our expert instructors are coming to a city near you to deliver safe, small, capacity-capped interactive education sessions. Book your seat now to make sure you have the skills necessary to take your career to the next level!

Don't want to travel? We can bring you our expert instructors virtually! Visit [hcpro.com/revenuebootcamps](https://hcpro.com/revenuebootcamps) to see all our in-person, live virtual, and online boot camp options!



live in-person



live virtually



online at your  
own pace

## Featured Boot Camps

### **Certified Coder Boot Camp®—Original**

Prep for the AAPC's Certified Professional Coder (CPC) exam with the fundamentals of CPT®, ICD-10-CM, and HCPCS Level II coding for professional services and hospital outpatient services.

*Classes available in June, Aug, Oct, Nov, Dec!*

### **Certified Coder Boot Camp®—Inpatient**

Get up to date and proficient in ICD-10-CM/PCS coding for hospital inpatient facility services and MS-DRG assignment with this intensive coding education course.

*Classes available in June, Sept, Nov!*

### **Medicare Boot Camp®—Hospital Version**

Delve into the details of regulatory changes to understand the revenue implications and implement the new guidance. Get the answers to your Medicare questions with the latest rules and their application.

*Classes available every month!*

### **Revenue Integrity and Chargemaster for Critical Access Hospitals Boot Camp**

Relate the chargemaster function to revenue cycle and revenue integrity functions, including cost reporting and key operational issues, such as coverage, clinical documentation, charge capture, and coding.

*Classes available in Sept & Dec!*

# We Have **Hundreds of Classes** to Offer Throughout the Year!

View our full suite of in-person and virtual boot camps at [hcpro.com/RevenueBootCamps](https://hcpro.com/RevenueBootCamps)



## **Want to customize your training?**

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Get in touch by calling **877-233-8734** or emailing [\*\*OnsiteTraining@hcpro.com\*\*](mailto:OnsiteTraining@hcpro.com).

## Meet Our Expert Instructors and Content Leaders!



**Laurie Prescott,**  
RN, MSN, CCDS, CDIP, CRC  
*CDI Education Director*  
[lprescott@acdis.org](mailto:lprescott@acdis.org)



**Sharme Brodie,**  
RN, CCDS  
*CDI Education Specialist*  
[sbrodie@acdis.org](mailto:sbrodie@acdis.org)



**Dawn Valdez,**  
RN, LNC, CDIP, CCDS  
*CDI Education Specialist*  
[dvaldez@acdis.org](mailto:dvaldez@acdis.org)



**Shannon E. McCall,**  
RHIA, CCS, CCS-P, CPC, CPC-I,  
CEMC, CRC, CCDS, CCDS-O  
*Director of HIM and Coding, HCPro*  
[smccall@hcpro.com](mailto:smccall@hcpro.com)



**Dr. Jillian Harrington, MHA,**  
CPC, CPC-I, CPC-P, CCS,  
CCS-P, CEMC, MHP  
*Regulatory Specialist, HCPro*  
[jharrington@hcpro.com](mailto:jharrington@hcpro.com)



**Kimberly A. Hoy,**  
JD, CPC  
*Director of Medicare and Compliance, HCPro*  
[khoy@hcpro.com](mailto:khoy@hcpro.com)



**Yvette DeVay,**  
MHA, CPC, CPMA, CIC  
*Healthcare Regulatory Specialist*



**Joe Rivet, Esq.**  
*Healthcare Regulatory Specialist*



# Optimize Your Revenue Cycle With HCPro's eLearning!

With more than 30 years of experience, HCPro offers award-winning healthcare eLearning content that gives learners some of the best compliance and skills training in the industry. Our revenue cycle eLearning libraries provide practical solutions for all aspects of healthcare revenue cycle management, including patient access, charging, coding, billing, revenue collection, and auditing. You'll get tools, expert guidance, and education to ensure appropriate reimbursement and comply with Medicare regulations.



To **learn more** and view the full list of eLearning product offerings, visit [hcpro.com/revcyclelearning](https://hcpro.com/revcyclelearning)

## Some of our top eLearning libraries include:

### **Case Management and Utilization Review Essential**

**Skills:** Bring staff up to speed with detailed coverage of vital case management topics.

### **The Corporate Compliance Online Learning**

**Library:** Get the essential topics your employees need to be compliant with federal and state laws and regulations.

### **The HIPAA Privacy and Security Online**

**Learning Library:** Master the ins and outs of HIPAA with this resource, fully updated to reflect the new provisions set forth in the HIPAA Omnibus Rule.

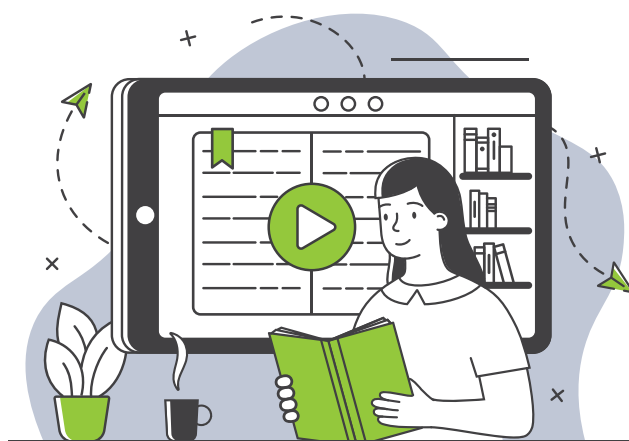
### **JustCoding's Clinical Scenario Workbook:**

#### **2020 CPT® Edition & ICD-10-PCS Edition:**

Give coders hands-on practice and refinement of their skills through a wide range of real-life case scenarios.

### **JustCoding's Essential Skills for Anatomy and**

**Physiology:** Train coders and HIM staff with this overview of important anatomical details and disease processes.



## Like learning virtually?

**HCPro has a full suite of revenue cycle–focused webinars that cover topics from compliant coding to denials management!**

Learn more about our live and on-demand webinars at [hcpro.com/webinars](https://hcpro.com/webinars).

Use code **REVWEB** at checkout and take 20% off any revenue cycle webinar of your choice.

**Or get access **ALL YEAR** to **ALL** of our webinars with our Loyal Listener Library!**

Choose the programs you want at any time during the year on critical topics in revenue cycle. You'll have access to our full suite of healthcare webinars, all for a discounted rate!

Learn more at [hcpro.com/loyallistener21](https://hcpro.com/loyallistener21)

# PROPEL Revenue Cycle

## Take Your Revenue Cycle Program to New Heights With PROPEL

HCPRO's PROPEL CDI membership offers centralized and customized education solutions designed to help healthcare leaders deliver consistent training, achieve compliance, and maximize efficiencies across the revenue cycle.

### How can PROPEL help?

- ▶ **We operationalize regulatory changes**, helping you navigate frequent updates, understand complexities, and outline an implementation plan. You can block out the noise and leave it to us to tell you when action is required.
- ▶ **We offer consistent and accessible training** that creates uniformity of process and terminology across departments and locations.
- ▶ **We cater to your specific organization**, customizing your education to draw on the nuances of your clinical setting and the pieces of regulation that pertain to you.
- ▶ **We provide key analysis and reporting** to prove the ROI of your training investment.
- ▶ **We assess your current skillsets and metrics** to fill in knowledge gaps and identify revenue opportunities.
- ▶ **We provide continuing education credits** so your staff can maintain certification.
- ▶ **We help you improve efficiencies** in revenue cycle processes, resulting in faster and more accurate coding, billing, and A/R.



Learn more about this exclusive membership solution at [interactive.hcpro.com/membership](https://interactive.hcpro.com/membership)

## PROPEL Membership Benefits:

### On-call hours with regulatory experts

We have some of the industry's most notable regulatory specialists on our staff and have exclusive access to their wealth of knowledge.

### An extensive portfolio of training resources

From webinars to online training modules to in-person workshops, our blended learning solution leverages multiple instructional formats to meet your team's learning needs.

### Focused and timely updates regarding industry change

We stay on top of breaking information and deliver it to you in clear, manageable bites.

### Custom monthly reporting for administrators

Keep track of member call participation, training completion, and more so you can prove ROI and ensure engagement across your staff.

### Guidance sourced to government-issued guidelines

As you navigate the regulatory landscape, we arm you with the knowledge you need to make informed decisions that are compliant with regulatory and accreditation bodies.

### Idea-sharing opportunities with other healthcare leaders

PROPEL's esteemed community comprises healthcare leaders from across the country. Connect on membership calls and in-person networking events to exchange best practices.

# The Revenue Integrity Symposium is Going **VIRTUAL!** August 17–18, 2021

The 2021 Revenue Integrity Symposium is the can't-miss event for revenue integrity, revenue cycle, and Medicare compliance education. Learn from trusted experts with cutting-edge regulatory insight that will arm you with the tools you need to take 2022 by storm.

**PLUS**, every registration comes with a free seat at two regulatory update webinars this fall so you can ensure you stay up to date with the rules. Dates are still to be announced for these programs, but all registrants will automatically receive the email instructions to join the webinars:

- ▶ **2022 IPPS final rule webinar** (date TBA)
- ▶ **2022 OPPS final rule webinar** (date TBA)



Learn more and register now! Visit [hcpro.com/RIS2021](https://hcpro.com/RIS2021).

## Join the Nation's **Only** Association Dedicated to Enhancing the Revenue Integrity Profession!



NAHRI is an exclusive online community where you can network with your revenue integrity peers, participate in focus groups, download research reports, and explore customized analysis.

**NAHRI members receive a special discount off their conference registration!** Call Customer Service at 800-650-6787 ext. 4111 to receive your **exclusive member discount**.

A membership to NAHRI provides you with weekly tips, news, and strategies, advocacy and leadership from the NAHRI Advisory Board, in-depth analysis and regulatory information, case studies on building successful programs, networking opportunities, and more!



Join **NAHRI** now! Visit [nahri.org/2021](https://nahri.org/2021) to join and learn more.



## See What Current NAHRI Members Have to Say!

*"Staying informed in the revenue integrity world is a challenge and NAHRI helps by having all of the resources in one place..."*

—Tina Rosier, Community Health Network

*"I am always looking for ways to learn and grow professionally within the revenue cycle and NAHRI provides me a lot of that!"*

—Shannon Urmacher, CRMC



Get your Certification  
in Healthcare Revenue  
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# REVENUE CYCLE SOLUTIONS

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