

You **NEED** it—We've **GOT** it!

# ICD-10 Readiness

The **RIGHT STEPS** at the **RIGHT TIME**.

10 Steps  
to ICD-10  
Success.

Learn from the coding training experts.  
**NOBODY DOES IT BETTER.**

HCP Pro

Industry leaders in coder education and training.

# ICD-10

From **INTRODUCTION** to a full and successful **IMPLEMENTATION**

## People have been talking about ICD-10 for years.

Now it's on your doorstep and implementing the new system will demand assessing, educating and training staff across multiple departments.

Not only do coders and billing staff require in-depth training—clinicians and physicians must be educated to understand and comply with new and more specific documentation requirements.

Our expert trainers, led by **Shannon McCall, RHIA, CCS, CCS-P, CPC, CPC-I, CEMC, CCDS**, HCPro's Director of HIM and Coding, are already conducting training classes and are developing programs that will carry your organization from introduction to a full and successful ICD-10 implementation.

## BEFORE YOU DO ANYTHING ELSE

Sign up for **ICD-10 Trainer**, the FREE e-newsletter with ICD-10 coding news and training guidance to help you begin the implementation process. Learn more at [www.hcmarketplace.com/free/e-newsletters](http://www.hcmarketplace.com/free/e-newsletters).

Call HCPro at 888/232-8915 for EXPERT ICD-10 readiness training. We've got the tools you need for success.

In a recent survey\*, **46% of healthcare organization leaders think that their organizations will lose revenues** as a result of ICD-10. Biggest challenges? Physician cooperation and staff training.

—HealthLeaders Media Study

You've trusted **HCP**ro for years to deliver current, accurate, expert coding training. Now, let us **ORIENT** you to **ICD-10**.

## 10 Steps to ICD-10 Success.

Taking logical steps will ensure your organization is ready for a smooth transition to ICD-10.

Educate your entire team:

- Coders
- Clinical Documentation Improvement Specialists
- Physicians
- Billing staff
- Clinical teams

**We'll be with you every step of the way.**

### Communicate

1. Introduce the new coding system and terminology to your team and key stakeholders in the organization

### Plan

2. Create a plan for implementation, and get buy-in

### Assess

3. Determine training needs and target audiences for more intensive ICD-10 coding training
4. Evaluate coders' Anatomy and Physiology skills and identify areas for additional training
5. Identify new documentation requirements, and physician readiness

### Train

6. Provide coders with initial training to introduce the ICD-10 code structure and terminology
7. Strengthen coders' terminology, anatomy and physiology skills and knowledge
8. Launch intensive training of coding staff
9. Educate physicians on additional specific documentation requirements
10. Provide continuing practice activities for coding staff and offer AHIMA or AAPC certified coders ICD-10 CE credit opportunities to help them maintain their certification. Prepare AAPC certified coders for the proficiency exam (offered starting in October 2012)

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# PRODUCTS and SERVICES for All Your ICD-10 Needs!

## Communicate

	USE	AUDIENCE
<b>ICD-10: What Every Healthcare Professional Should Know</b> (Training handbooks)	Use now to familiarize non-coding staff with ICD-10	General staff awareness
<b>Expert White Papers</b>	Expert guidance for leadership and management on preparations for ICD-10	General staff awareness

## Plan

	USE	AUDIENCE
<b>HIM Director's Guide to ICD-10</b> (Book)	Use now to lead the organization's transition from ICD-9 to ICD-10	HIM/Coding Managers/Task force directors
<b>ICD-10 Trainer E-mail Newsletter</b>	Use now to stay on top of developments and tips for implementation and training	HIM/Coding Managers/Coders/CDI/ Case Managers
<b>ICD-10 Audio conferences and Webcasts</b>	Use now to give staff opportunities to obtain ICD-10-specific CE credits required to maintain their credentials. Topics include implementation and planning, vendor readiness, PCS surgery coding, and more. On-demand and live options offered	Hospital and health system managers and coding staff
<b>CDI Specialist's Guide to ICD-10</b> (Book)	Use now to familiarize CDI specialists with ICD-10 and changes in documentation requirements so they can begin preparing the organization and physicians	CDI

## Assess

	USE	AUDIENCE
<b>ICD-10 Coding Assessment</b> (5 pack) Also sold as part of the <i>ICD-10 Toolkit</i> (Available November 2011)	Use to assess and plan for staff training needs on ICD-10 coding	HIM/Coders/CDI
<b>ICD-10 Assessment for Anatomy and Physiology</b> (5 pack) Also sold as part of the <i>ICD-10 Toolkit</i>	Use to identify and address gaps in foundational anatomy and physiology knowledge	HIM/Coders/CDI

# We'll take your team to the “Ah, I get it” moment.

Train	USE	AUDIENCE
<b>Certified Coder Boot Camp: ICD-10</b>	Use in 2012 to provide in-depth training to coders on the ICD-10 coding system. Live 5-day (Starts January 2012), Online 4-weeks (Online starts March 2012) Both live and online classes include instructor question and answer sessions	Coding/HIM/CDI/ Case Management
<b>Physician ICD-10 Training</b>	Begin preparing physicians in 2012 with more intensive onsite customized education for medical staff/physicians. Prepare physicians for documentation needs	Physicians , Physician advisors
<b>Coder's Guide to ICD-10</b> (Book)	The toolkit includes 5 copies; also sold individually. Available November 2011	Coders
<b>ICD-10 Flashcards</b> (Flashcards-5 pack)	The toolkit includes 5 copies; also sold individually in packs of 5 copies. Available November 2011. Use to provide practice on code set and root operations. (Audience is Coders/CDI)	Coders
<b>ICD-10 Mail for Coders</b> (CD with sleeve)	Available November 2011. Use these trainer tools in CD, PowerPoint presentation on CD to educate staff with checklists, quizzes and exercises, plus e-mail messages for follow up refreshers	Coders
<b>ICD-10 Mail for Physicians</b> (CD with sleeve)	Available November 2011. Use this PowerPoint presentation on CD to educate your medical staff along with e-mail messages for staff	Physicians , Physician advisors
<b>ICD-10-CM and ICD-10-PCS the Complete Official Draft Code Sets, 2011</b>	The latest update to the code set for use in all your training programs	Coders/HIM
<b>ICD-10 Basics Boot Camp—Live and Online</b>	Use now to familiarize coding, CDI and task force staff with ICD-10 and ease apprehension about the transition. Day One covers CM for OP/Professional services, Days One and Two cover your medical staff	Coding/HIM/CDI/Physician Advisors/Revenue Cycle/Case Management
<b>JustCoding</b>	Use now to give staff opportunities to obtain ICD-10-specific CE credits required for maintenance of credentials. Also includes clinical condition encyclopedia with ICD-9 v ICD-10 coding and documentation comparisons for all conditions	Coders/HIM
<b>Anatomy and physiology Elearning Library</b>	Use now to increase staff understanding of anatomy and physiology necessary for increased specificity of codes in ICD-10	Coders/HIM

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# ICD-10

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The **RIGHT STEPS** at the **RIGHT TIME**.

## Readiness starts today.

- Boot Camp Training
- JustCoding
- E-newsletters and blogs
- Training handbooks
- Management guides
- Online learning in anatomy and physiology specific to ICD-10
- CDI training in advanced documentation requirements
- Custom research and advisory services
- Expert white papers
- Bi-monthly broadcast events
- ICD-10 coding manuals

## YOUR PEERS SAY GREAT THINGS ABOUT HCPRO'S ICD-10 TRAINING

*"Superb instructor and quality. Feel less anxious about move to ICD-10."*

*"I feel prepared to fully participate in planning and implementation of ICD-10."*

*"No longer terrified of ICD-10 but ready to attack it head on. Thank you."*

*"Material very useful for my job."*

*"You made the introduction and practical application of ICD-10 coding easy and fun."*

*"Awesome instructor. She never hesitated in answering questions."*

*"You made learning ICD-10 a pleasure."*

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