# HOW SHOULD YOU INVEST IN MEDICAL RECORD CODING?
## First, Uncover the Myths

## Myth 1  Coding partners are more expensive than in-house staff

With a preponderance of medical record coders, many executives believe using in-house staff is less expensive than investing in a coding partnership. Here's why that's not the case.

### Coding Errors Increase Cost and Denial Risk

Unqualified and inexperienced coders increase payer denials and recoupments. High coding error rates raise red flags for targeted audits and poor quality scores.

### Fully Loaded Budgets Cost More than Outsourcing

Benefits, training, onboarding, continuing education and more. In-house budgets fully loaded are higher than most coding partner fees.

### Internal Coding Auditor Salaries are Higher

In-house staff must be managed and audited by highly trained coding experts. Additional time and money are a necessity.

## Myth 2  Offshore is cheaper than domestic

Around 2012, healthcare executives began to look more closely at cost savings to offset the looming expense of ICD-10 preparation. Possible revenue cycle interruptions, productivity concerns and cash flow worries led to an unprecedented use of offshore coding in 2015 and 2016. Healthcare organizations were willing to take any resources that they could find. The offshore boom uncovered a new issue—the cost of quality coding. A recent study across six health systems calculated the disadvantages to offshore. Here are a few stats from the study below. Request a free copy of the full white paper here: www.kiwi-tek.com/whitepaper.

**<20**
**per week vs. 150 per week**
Denied claims with domestic versus offshore coders, respectively
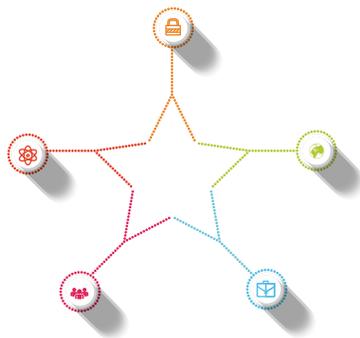
**61%**
**third party audit challenges**
averaged this percentage

**6**
**additional hours per coder**
per month of auditing required for offshore coders due to poor accuracy results

Visit www.kiwi-tek.com to download 5 POINTS ON: Offshore Coding

KIWI-TEK™

*The Coding Authority*

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# THE MOST FLEXIBLE, PRODUCTIVE AND SECURE CODING OPTIONS IN THE INDUSTRY

## Who We Are

Founded in 2002, KIWI-TEK has become one of the largest independently owned medical coding companies, providing customized, flexible coding options for hospitals, clinics and physician groups and practices.

KIWI-TEK, headquartered in Indianapolis serves healthcare facilities throughout North America. With us you get responsive, knowledgeable and experienced domestic coding managers who serve as the single-point contact between client and coders.

## What Makes Us Unique

KIWI-TEK has more specific and targeted coding experience than any other coding company or in-house coding department. We do not offer a conglomeration of healthcare services. Medical coding and auditing is all we do.

Expedite and optimize your reimbursement and advance the quality of your coding with KIWI-TEK.

## High quality.
## Highly accurate.
## High compliance.

CONSULTING | STRATEGY | IMPLEMENTATION

## Our Offer To You: Full Outsourced Coding Guarantee

That's right. We will guarantee the coding contract in terms of accuracy, turnaround and more. You can always easily modify this package to accommodate your contracting or expanding coding workloads.

**Contact us today to get started.**
**Call 866-709-5494 or visit www.kiwi-tek.com/codingpartnership**

We **make** your hardest **coding** decisions simpler and **smarter**.