NCH Healthcare increases revenue by $13 million in first 14 months

**Business issue**
- Turn $5.6 million operating loss into profit

**Problem**
- Medicare sequestration
- Increased RAC activity
- Payor reform
- Long term effects of Gulf oil spill
- Takeover threats by for-profit organizations

**Solution**
- The nThrive team instituted a CDI program to include:
  - Education
  - Process reengineering
  - KPI definition and tracking.
  - CDI technology

**Value**
- Revenue increased by $13 million in first 14 months
- Improved physician engagement
- Medicare CMI increased from 1.586 in 2013 to 1.71 in 2018
- Sepsis rate fell to 4.4% – well below national rates*

*National rates of 28 to 50%, according to the National Institute of General Medical Sciences

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