

# Financial and Compliance Excellence

*"E/Point is a vital piece of our ongoing strategy to ensure that we're accurately recouping revenue and consistently compensated for the care we provide. Since integrating E/Point with our Epic Software System in 2002, we've generated nearly \$80 million in net incremental revenue, bringing benefits not only to the ED but to the health system as a whole."*

-Bert Reese, CIO and Senior Vice President  
-Sentara Healthcare

# Sentara Healthcare

## Norfolk, VA

- Increased net revenue \$30 per patient
- Increased \$78.7M in additional appropriate revenue 2002-2009
- Standardized charging across hospitals- replaced 3 different processes
- Attained compliant, consistent and defensible charging
- Eliminated undercoding of procedures and revenue leakage from the ED
- Improved accuracy of E/M level coding
- Implemented interface to Epic



- IDN, with 8 hospitals
- Annual ED visits: 400,000
- LYNX E/Point