



# IRF Education, Training and Consultation (ETC) Hourly Services

Your Partner in IRF Compliance, Accuracy and Performance

## Who We Support

Led by IRF industry experts, our hourly services are tailored to support members of the inpatient rehab interdisciplinary team, ensuring compliance, coding accuracy, proper reimbursement and defensible documentation across the IRF setting.

All ETC services include a review of your facility's workflow and process, customized education designed to address your team's specific challenges and goals, and strategies for optimizing your facility's outcomes, reimbursement, and compliance.

**Flexible monthly ETC service packages** are available both ad hoc (hourly) and as an established set of monthly hours, allowing you to scale support based on your evolving needs. Our hourly services include the following:

## Pre-Admission Services

- **Case review and admission decision support:** Review complex referrals for regulatory compliance and medical necessity
- **Pre-admission screening (PAS) QA audits:** Identify missed documentation or incomplete fields before acceptance
- **Real-time coaching:** Receive on-demand support for defensible admission decisions, documentation compliance and coding accuracy support
- **Pre-admission screen process review:** Evaluate PAS process staffing and workflows

## Rehab Physician Services

- **Preadmission evaluation coaching:** Ensure your PAS clearly supports CMS's IRF admission criteria and the rehab physician's role in supporting the potential admission
- **Post-admission documentation support:** Receive feedback on clarity and specificity for interdisciplinary alignment, optimal coding and documentation that supports CMS's "reasonable and necessary" criteria for inpatient rehabilitation
- **Peer review and denial response prep:** Receive expert guidance in preparing for payer denials and appeals

## Clinical Documentation Services

*Therapy and Nursing Documentation*

- **Initial therapy and nursing assessment QA:** Ensure comprehensive intake data that supports the medical necessity of an IRF admission
- **QI coding coaching (admission and discharge):** Improve your functional coding accuracy and data analysis through targeted education
- **Functional documentation support:** Align therapy and nursing notes with QI coding requirements
- **Risk factor documentation coaching**

## IRF PPS and IRF-PAI Services

- **IRF-PAI completion support:** Receive real-time assistance for completing the IRF-PAI, including clarifications of assessment item definitions, as well as QI, impairment group code (IGC) and ICD-10 coding methodologies
- **Outcomes management and data trend reporting support**

## ICD-10 Coding Service

- ICD-10 coaching for IRF-PAI / UB-04 coding scenarios
- ICD-10 coding Q&A
- Education/discussions about coder/physician inter-reliability

## Leadership and Program Oversight

- **IRF compliance readiness support:** Prepare for external reviewers (e.g., MAC, RAC, RCD, TPE) and internal audits
- **Education gap analysis:** Identify staff development needs with a tailored education plan that focuses on understanding and interpreting IRF regulations and CMS clarifications
- **Denial prevention and appeal strategy sessions:** Identify trends and build proactive mitigation strategies

## How It Works

- **Monthly ETC service packages:** Hourly or established set of monthly hours (20-, 30-, or 40-hour increments; custom pricing available)
- **Virtual or on-site options**
- **Flexible scheduling:** One-time sessions, weekly support, or monthly packages

**Connect with our IRF industry experts to learn more!**

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