TURNING POINT

Turning Point gains high confidence in their patient data, meeting State and Medicaid compliance requirements, and potentially saving hundreds of thousands of dollars.

"Kipu has allowed me to sleep better at night. We have the tools to monitor our clients' charts appropriately, to confirm if the right insurance and authorizations are in place, and that the services are being delivered by the right credentialed staff and being signed by the appropriate staff. We feel confident in that just by looking at that data."

**Robert Parkinson,
Chief Financial Officer**

KIPU®

ORGANIZATIONAL CHALLENGES .

- **Accessing relevant data** for the clinical and financial management of the business, especially supporting the overnight transition to Medicaid fee-for-service in New Jersey.

- **Multiple systems**, including spreadsheets and Access databases, were used to run day-to-day operations. Data were often captured multiple times and reporting was regularly insufficient and time consuming.

- **Transitioning to Medicaid as a major funding source** required additional levels of administration for authorizations, eligibility and prevention of potential paybacks.

- **Tens of Thousands of authorizations** needed to be tracked to meet both Medicaid and State requirements, including separate forms for room, board, and treatment services.

- **All client charts had to be manually reviewed** by staff to ensure clinical compliance.

OUTCOMES ENABLED WITH KIPU .

- **Significantly improved documenting services for billing purposes and proof of payment** to respond to New Jersey fee-for-service requirements - better supporting financial and revenue management.

- **Consolidation of systems** delivered efficiency gains and improved data accuracy, better supporting clinical and administrative information management and compliance.

- **Seamless, electronic tracking of large volumes of authorizations** meeting state and Medicaid requirements.

- **Auditing time reduced by 75%** with easy access to chart data through Kipu reporting features.

- **Full confidence in accuracy and comprehensiveness of patient data delivering:**
  - Potential savings of hundreds of thousands of dollars in payments to Medicaid through improved confidence in clinical documentation consistency.
  - Less voiding and rebilling, saving time for staff and mitigating risks.
  - Increased ability to respond to Medicaid and State audits and queries.

- **Substantial time savings** from running quick reports for compliance rate checks and outstanding documents required for nurses, clinicians, and operational staff.

KIPU®

"From a reporting and compliance aspect, Kipu really upped our game as far as being able to track whether documents were completed on time, reviewed and signed. We never had that ability before to track our compliance in a systematic way as to whether something was unsigned or required clinical review."

Heather Greulich
Director of Corporate Compliance
& Admin Operations

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