HOMECARE&HOSPICE
National Association for Home Care & Hospice

HHFMA Benchmark of the Month
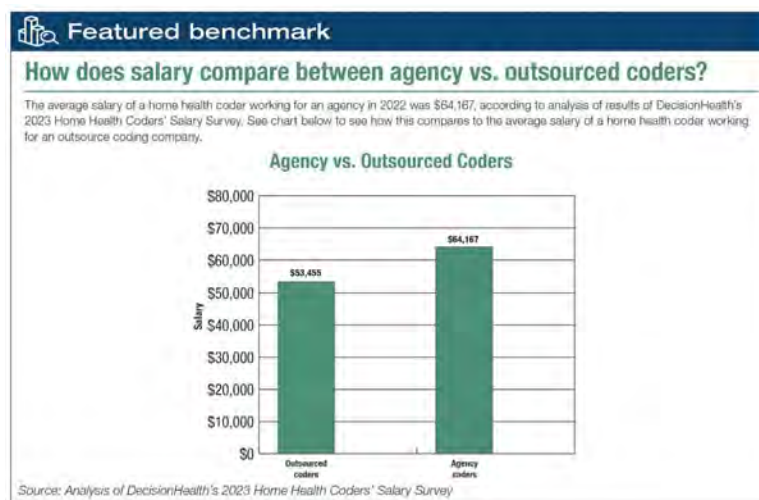
Outsourced Coding

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Outsourced Coding

Featured benchmark

How does salary compare between agency vs. outsourced coders?

The average salary of a home health coder working for an agency in 2022 was $64,167, according to analysis of results of DecisionHealth's 2023 Home Health Coders' Salary Survey. See chart below to see how this compares to the average salary of a home health coder working for an outsource coding company.

Agency vs. Outsourced Coders

Source: Analysis of DecisionHealth's 2023 Home Health Coders' Salary Survey

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Outsourced Coding - Advantages

- Enhanced Financial Efficiency through Outsourcing
  - Increased Claim Accuracy
  - Reduction of Staffing Cost
  - Assurance of Regulatory Compliance

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Outsourced Coding - Considerations

- What needs to be coded?
  - Consider non PDGM insurance payors
- Are other services needed?
  - OASIS Review, QA Services
- Alignment of your processes with those of the outsourced company is crucial for success.
  - Minimum quality standard >95% accuracy
  - Frequency of internal audits
  - Use of certified staff
  - Contract requirements

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QUESTIONS?

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