

Twenty-Year Healthcare Professional Calls Web.Strat “Far Superior to the Competition”

When Seana Long had to choose a coding solution as the training platform for her Web-based continuing education university, she could have chosen any system she wanted. With more than 20 years of coding, reimbursement, and documentation experience, including a tenure as director of coding services for Precyse Solutions, Long is intimately familiar with every solution on the market.

And that, she says, is why she chose Ingenix Web.Strat.

“I’ve used them all, and found that there is no better solution than Web.Strat,” she says. “Web.Strat offers the best of both worlds—book-based encoding and logic-based encoding—and excels at each. No other encoder does that, and none has the same breadth of features and ease of use.”

Long, based in Seattle, is creating a Web-based continuing education university where health information management professionals can earn continuing education credits. Web.Strat’s flexibility was the key to choosing it for her students, Long says.

“Supervisors, directors of departments, and educators can have their staff use it to learn using books, and then coders can flip over to using logic, depending on their skill level. More advanced coders may even be able to start with logic. It’s this flexibility that Web.Strat is known for, while competing solutions can only answer questions and get codes.”

Long has experience with many coding systems at every level of work, including from her days as director of coding services for Precyse Solutions. Based on her 20-plus years of experience, she says that Web.Strat is very clearly superior to the competition for reasons that go beyond flexibility—Web.Strat’s superior logic-based workflow trusts the coders and their expert knowledge to determine the appropriate coding sequences, while the competition ties users into a routine that is not always compatible with their education or training. “Compared to Web.Strat, 3M is very narrowly focused,” she says. “3M is inflexible, is only logic-based, and does not help people think for themselves. And based on my past experience, Web.Strat is superior when it comes to the timeliness of updating codes.”

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Web.Strat’s logic-based coding solution increases productivity and coding efficiency, and the trust that Web.Strat places in coders increases their effectiveness even more. Long says, Web.Strat “trusts the answers that the user gives. The competition keeps asking the same redundant, unnecessary questions, and forces users down a pre-determined path. Web.Strat trusts users and the knowledge they bring to the table, which is often considerable. That’s what makes it so much more effective than any other solution on the market.”

As for QuadraMed, she says that “Web.Strat has far more resources for coders than QuadraMed, offers timelier coding updates, and is far easier to use.” She adds that Web.Strat’s workflow is superior because fewer clicks are needed to post a code. In addition, she says, Web.Strat offers the ability to scroll through code choices in the book-based encoder instead of clicking and loading the next page when browsing for codes, as is required in QuadraMed. Web.Strat also gives users tools throughout the entire coding process to make the overall coding environment more conducive to the success of an organization, she says.

“Because Web.Strat trusts users and their knowledge, it leads to more accurate coding,” she says. “And ultimately, more accurate coding leads to increased revenue. With Web.Strat, coders can use their training and capture the right codes, which leads to proper reimbursement levels and increased revenue. That just doesn’t happen with the competition, because they don’t trust their users.”

Summing up why, based on more than two decades of experience, she believes Web.Strat is the best solution available, she concludes, “With both book-based and logic-based encoding, Web.Strat is the most flexible solution there is—it is far superior to the competition, and trusts its users. Web.Strat also offers the most resources for coders, the fastest updates, and is very easy to use. And that’s why I didn’t think twice about choosing Web.Strat to be the cornerstone of my online continuing education business. It will help make sure my students are the best-trained, the most knowledgeable, with the premier skill set, and best positioned for the future.”

About Ingenix

Ingenix delivers intelligence for health care, uniting the brightest minds to improve health care through information and technology. Ingenix serves more than 250,000 diverse health care clients, including insurance companies, federal/state agencies, pharmaceutical and biotech firms, Fortune 500 enterprises, hospitals, and physicians within the health care community. For more information about Ingenix and its products and services, please visit ingenix.com.