

ACDIS Partnership Opportunities



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We will begin shortly!

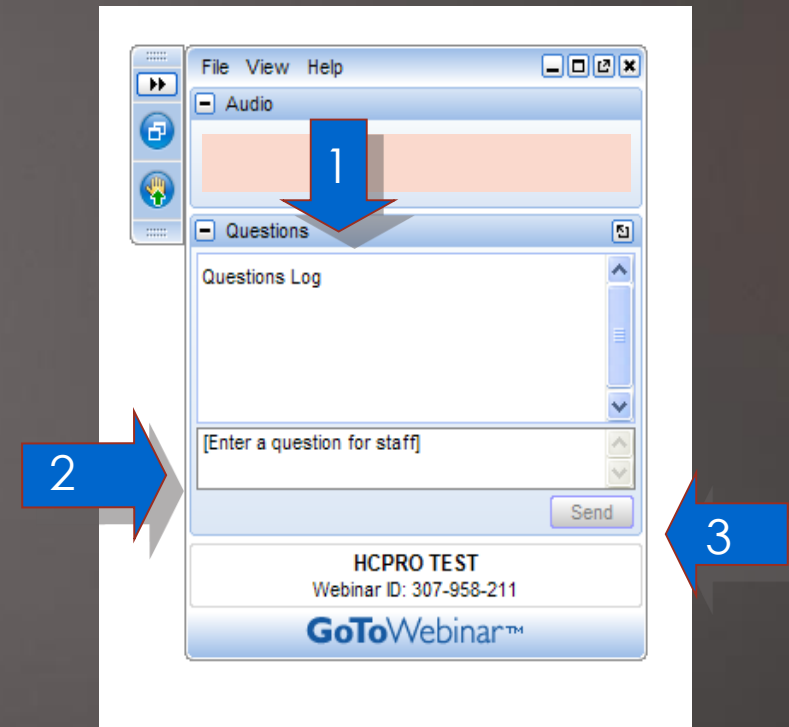
Housekeeping

- ▶ For trouble with audio, select “Use Telephone” to dial-in via phone
- ▶ Download the presentation slides from the “Handouts” tab

Questions & Answers

To submit a question during the presentation:

1. Go to the Questions window located on the right side of your screen.
2. Type in your question.
3. Click the Send button.
4. A representative will follow-up after the program.



800-650-6787

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HCPro's Training Focus

Topics

- ▶ CDI
- ▶ Compliance
- ▶ HIM
- ▶ Revenue Cycle
- ▶ Safety
- ▶ Long-Term Care
- ▶ Nursing

Product Types

- ▶ eLearning
- ▶ Newsletters
- ▶ Books
- ▶ Webcasts
- ▶ Memberships
- ▶ Portals
- ▶ Online Databases

Agenda

- ▶ What is the ACDIS partnership program?
- ▶ Benefits of ACDIS Partnership
- ▶ Partnership definitions
- ▶ Reseller partnership example
- ▶ From the customer perspective
- ▶ CDI elearning demonstration



Association of Clinical Documentation Improvement Specialists (ACDIS)

- ▶ Nation's only national association
- ▶ More than 5,000 members nationwide
- ▶ Over 40 local chapters of ACDIS
- ▶ Members look to ACDIS for their training needs
- ▶ CDI instructors on staff and online courses regularly introduced
- ▶ Members demonstrate high interest in organizations affiliated with ACDIS



Q What is the ACDIS partnership program?

A Referral & reseller tracks for training and resources

From your Customers' Perspective ...

- ▶ One agreement (no additional legal hassle)
- ▶ Trusted service (no risk)
- ▶ Integrated service (higher value)
- ▶ Peace of mind

We've seen that a combined offering can work better to introduce ourselves to new customers.

Benefits of ACDIS Partnership

- ▶ Outsourcing eliminates elearning maintenance pain points
- ▶ “Miracle Grow” marketing
- ▶ Add Continuing Education Units (CEUs)
- ▶ Expand lead generation
- ▶ Enlarge proposals, make them more profitable
- ▶ Supplement strategic services
- ▶ Add a continuously available resource to your portfolio
- ▶ Presoak/bookends
- ▶ Financial benefits



Partnership definitions:

Reseller

Your logo here

- ▶ Reseller: your organization owns the entire relationship and invests the time and energy to train the sales team accordingly.

Referral



- ▶ Referral: your organization simply refers customers to ACDIS (ACDIS owns the elearning training relationship). ACDIS contacts the customer and handles the sale.

Affinity



- ▶ Affinity: Discounts or benefits are extended for customers/members.

Reseller example for enterprise sales:

Step 1

- ACDIS provides train the trainer sessions
- Complete collateral including:
 - Sell sheets
 - Demo scripts
 - Videos

Step 2

- Customer signs your contract
- Customer receives invoice from you and pays your organization
- Courseware is provided

Step 3

- Your organization owns the relationship and follows up to continue/broaden the relationship
- ACDIS receives reports and revenue share

Questions ??

Catalog

	Audience	CEUs	On Demand	Study Guides	Ask The Expert
CDI Boot Camp \$1,499 per person	Beginner/ Intermediate	ACDIS, AHIMA, ANCC, CCMC, CME	ü	ü	ü
CDI Essential Skills \$249 for entire library or \$49 per module	Beginner/ Intermediate	ACDIS, AHIMA, ANCC	ü		
Quality for CDI Boot Camp \$1,399 per person	Intermediate/ Advanced	ACDIS, AHIMA, ANCC, CCMC, CME	ü	ü	ü
Clinical Documentation Essentials for the Hospital Provider \$599 per person	Providers and Hospitalists at any level	ACDIS, CME	ü	ü	

Catalog

	Audience	CEUs	On Demand	Study Guides	Ask The Expert
ICD-10-PCS Boot Camp \$899 per person	Intermediate/ Advanced	AAPC, ACCME, ACDIS, AHIMA, ANCC	ü	ü	ü
Risk Adjustment & Coding Boot Camp \$1,399 per person	Intermediate/ Advanced	AAPC, AHIMA, ACIDS, ACCME, ANCC	ü	ü	ü
Pediatrics Essential Skills for CDIs \$ Coming Soon	Beginner/ Intermediate	Coming Soon	ü	ü	

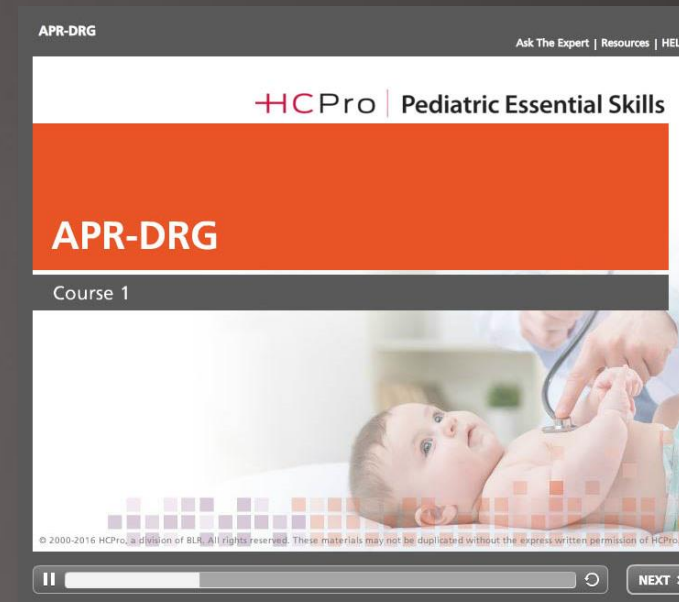
Coming Soon!



ICD-10-PCS Boot Camp
Available September 2016



**Risk Adjustment
Documentation and
Coding Boot Camp**
Available October 2016



**Pediatric Essential Skills
for CDIs**
Available Winter 2016

Thank you for joining us to explore ACDIS Partnership Opportunities

For follow-up questions:

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