

Midwestern AMC + Qventus: Orchestrating Malnutrition Care Drives Earlier Identification and Additional Revenue

KEY RESULTS



\$6.6M

in projected
annualized revenue



~15%

lift in malnutrition coding
capture across system



Midwestern AMC + Qventus partnership goals

The Midwestern AMC partnered with Qventus to achieve two critical goals for malnutrition care:

1. **Improve patient care** by automating the identification of at-risk patients
2. **Reduce excess days** by ensuring interventions for those identified malnourished patients
3. **Drive revenue** through the capture of malnutrition documentation and coding.

About the Midwestern AMC

Midwestern Academic Medical Center (AMC) is a regional leader in healthcare, with dozens of facilities and the largest network of physicians in the state. The AMC offers 2,500+ beds and employs over 38,000 staff.



THE CHALLENGE

Addressing and identifying malnutrition gaps

The Midwestern AMC believed its existing workflows were effectively identifying malnutrition. However, detection largely occurred after the fact, limiting visibility into patients being missed during the encounter. Without real-time identification and intervention, opportunities to improve care, reduce LOS, and ensure appropriate coding were lost.



THE SOLUTION

AI teammates for appropriate care and accurate coding

The Midwestern AMC implemented the Qventus Malnutrition Care Automation solution to proactively capture these opportunities by embedding AI teammates directly into provider EHR workflows.

Key assistants and features of the Malnutrition Care Automation solution leveraged include:

- **Condition Detection Assistant:** Ingests structured and unstructured data in real-time to identify patients at-risk for malnutrition.
- **Care Gap Assistant:** Pre-populates an order for a nutrition consult and prompts the provider within their workflow to sign off. It also surfaces intelligence into the dietitian's worklist for better context as they prepare for evaluations.
- **Coding and Documentation Assistant:** Ensures appropriate capture of clinical complexity in documentation to support accurate MCC/CC capture, improving reimbursement and quality metrics.
- **Impact Assistant:** Qventus analytics provide visibility into provider response rate, condition capture lift, revenue gains, and detailed evidence to support audits and reduce denials.

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