



- providing current information on health care industry issues and legislation

## H.H.C. Group partners with Medlink

**H.H.C. Group** is pleased to announce that it forged an alliance with Medlink, and can now provide clients with the benefit of repricing discounts available through the Medlink specialty network of over 2,700 diagnostic imaging and general radiology services.

## About MedLink Healthcare Networks, Inc.

MedLink was founded in 1993 by two California entrepreneurs, Stanley D. Shapiro and Richard Bennett. Understanding the needs of the emerging managed care industry and its focus on cost savings and quality, Mr. Shapiro and Mr. Bennett embarked upon a mission to develop specialty networks that save delivery dollars and manage the process of moving patients successfully and quickly through the healthcare maze. Today the vision is reality with over 2,700 providers in over 47 states delivering many disciplines of service, MedLink is among the most well respected specialty Managed Service Organization's in America. Saving its customers significant healthcare dollars while spreading the delivery process and ensuring its quality is the key to MedLink's success.

MedLink's primary cost containment specialty network focuses on diagnostic imaging and general radiology services. MedLink clients represent many of the nation's premier group health, workers' compensation and auto liability carriers, PPOs, case management companies, TPAs, Union Funds, federal and state governmental agencies and self insured employers.

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## NEGOTIATION AND REPRICING SAVINGS EXAMPLES

The examples below demonstrate recent savings achieved through our Negotiation and Repricing Services. If you are currently using only one of our many services, contact your sales representative or email [j\\_michaud@hhcgroup.com](mailto:j_michaud@hhcgroup.com) to find out how to access all of our health care cost containment services.

APRIL 2009 EXAMPLES			
TYPE OF SERVICE	AMOUNT BILLED	% SAVED	SAVINGS
NEGOTIATION	\$55,500.00	55.00%	\$30,500.00
	\$68,387.10	48.00%	\$20,544.74
	\$64,959.00	44.00%	\$28,842.74
	\$83,931.17	25.00%	\$20,987.15
REPRICING	\$38,354.04	20.00%	\$7,670.81
	\$26,964.00	25.00%	\$6,741.00
	\$33,217.90	20.00%	\$6,643.58
	\$30,417.90	20.00%	\$6,083.58

- Most dollars \$\$\$ saved on one claim through negotiation: \$30,500.00. List charge of \$55,500.00 for treatment of torn meniscus (knee ligament repair).
- Most dollars \$\$\$ saved on one claim through wrap network repricing \$7,670.81. List charge of \$38,354.04 for total knee replacement.

## Congress Passes Bill that requires disclosure of benefit limitations

Rep. Michael Burgess (R-Texas), a physician who sponsored legislation that passed in the House (422 to 3), explained the reasoning behind the bill as follows, "Many consumers or employers shopping for health care coverage are led to believe that care for a broken arm, for example, is the same regardless of how the injury happened, but that is not the case. Trip and fall at home and break your arm – no problem. Get bucked off a horse while on vacation with the family and break your arm – you may be slapped with the bill." The bill still allows insurers to exclude coverage for injuries sustained while engaging in risky activities such as horseback riding, snowmobiling, or riding motorcycles, but would require insurers to take the extra step of informing participants of any coverage limitations when they signed up for the coverage.

The House passed the same bill late in 2008, but it was never taken up by the Senate. Representative Burgess hopes that the Senate will consider it this year.

Source: Reuters Limited, March 31, 2009

## Confirmation Process of Department of Health & Human Services nominee

The Senate Finance Committee voted 15-8 to approve Kansas Gov. Kathleen Sebelius as Secretary of DHHS. The full Senate is expected to vote later this month. Commentators note that "the split vote hints of a more challenging road ahead for President Barack Obama's aggressive effort to reshape how healthcare is delivered and paid for in the U.S."

Richard Umbdenstock, president and CEO of the American Hospital Association, lauded Sebelius' credentials, saying Sebelius "brings a bipartisan approach and wealth of experience to the very complex challenges facing healthcare in America," Umbdenstock said in an e-mail. "America's hospitals look forward to sharing ideas and solutions with Secretary-designee Sebelius and her team as we work together to reform and improve our nation's healthcare system."

On April 23, 2009, Republications blocked the Senate confirmation vote. On April 28, 2009, the Senate confirmed Sebelius as the nation's 9th HHS Secretary.

Source Modern Health Care.com, April 21, 23 and 28, 2009

**The examples below** demonstrate recent savings achieved through our **Medical Review Program**. If a claim is unusually high and the provider will not negotiate or does not participate in any of our 220 **plus** contracted PPOs, the claim may be a good candidate for a **Line Item or Comprehensive Bill Review**. Please contact your sales representative or Linda Frances Loch, General Manager of Medical Review Programs, at 301-963-0762 ext. 163.

## Medical Review Program Bill Review Examples

### Line item bill review savings examples:

**Case A:** Subarachnoid hemorrhage

**Case B:** Colostomy with septicemia

**Case C:** Cervical spine repair, complicated by lumbar stenosis

### Bill amount

### Recommended Denial

<b>Case A:</b>	\$10,195.98	\$5,792.84 or 56.81%
<b>Case B:</b>	\$106,268.65	\$5,756.47 or 5.42%
<b>Case C:</b>	\$76,332.29	\$8,389.31 or 11.00%

## 3-Star Preferred Provider Program Additions

One of the strengths of **H.H.C. Group** lies in its relationships with providers. We are pleased to announce the following new program members.

Amedisus of Athens Tennessee,  
Baton Rouge, LA  
Babaran Joselito,  
Los Angeles, CA  
Bi County Medical Practices,  
Warren, MI  
Blue Ridge Anesthesia Assoc.,  
Blue Ridge, CA  
Brooklyn Hospital,  
Brooklyn, NY  
CC Consultants Bahman Venus MDPA,  
Orlando, FL  
CFM Interests/TX Emer Care Spec,  
Houston, TX  
Chester County PET Assoc,  
Paoli, PA  
Coastal Carolina Breast Center,  
Myrtle Beach, SC  
Digestive Disease Assoc of Rockland,  
Pomona, NY  
Dina Ragab,  
Torrance, CA  
Emergency Physicians Grp,  
Salt Lake City, UT

Eugene Toy, MD,  
Rochester, NY  
Hollywood Discount Pharmacy,  
Hollywood, FL  
I Pathology, MD,  
Plant City, FL  
Knox County Hospital,  
Barbourville, KY  
Lansdowne Anesthesia and Pain Mgt,  
Blue Bell, PA  
Lin Wilson Radiology,  
Santa Ana, CA  
Mahendra Mahatma,  
Dallas, TX  
Mayfield Spine Center,  
Cincinnati, OH  
Northland Cardiology,  
Brooklyn Park, MN  
Omnicare Anesthesia,  
Elmont, NY  
Positron Emission Tomography,  
Norfolk, VA  
Prime Ultrasound Services,  
Valley Village, CA  
Reiss Kang & Burks, MD PA,  
Miami, FL

Robert Montemurro,  
Wayne, NJ  
Robinson Memorial Hospital,  
Ravena, OH  
Scottile Peter,  
Drexel Hill, PA  
Shaker Heights Surgical Center,  
Shaker Heights, OH  
Skymed Pharmacy & Infusion,  
Pompano, FL  
Sleep Right SC, LLC,  
Maumee, OH  
Stephen Glatz,  
Columbus, OH  
Stony Brook Pediatrics,  
Dansville, NY  
Theranostix, Inc.,  
Beltsville, MD  
Tomball Center,  
Birmingham, AL  
Torrance Anesthesia Medical Group,  
Pasadena, CA  
William Dunavant,  
Memphis, TN

### CONTACT INFORMATION

Additional product/services information: visit  
**www.hhcgroup.com** or 301-963-0762 ext. 110.

Repricing support/assistance: please contact  
**appeals@hhcgroup.com** or 301-963-0762 ext. 212.

Medical Review Program support/information: please contact  
**mrp@hhcgroup.com** or 301-963-0762 ext. 163.